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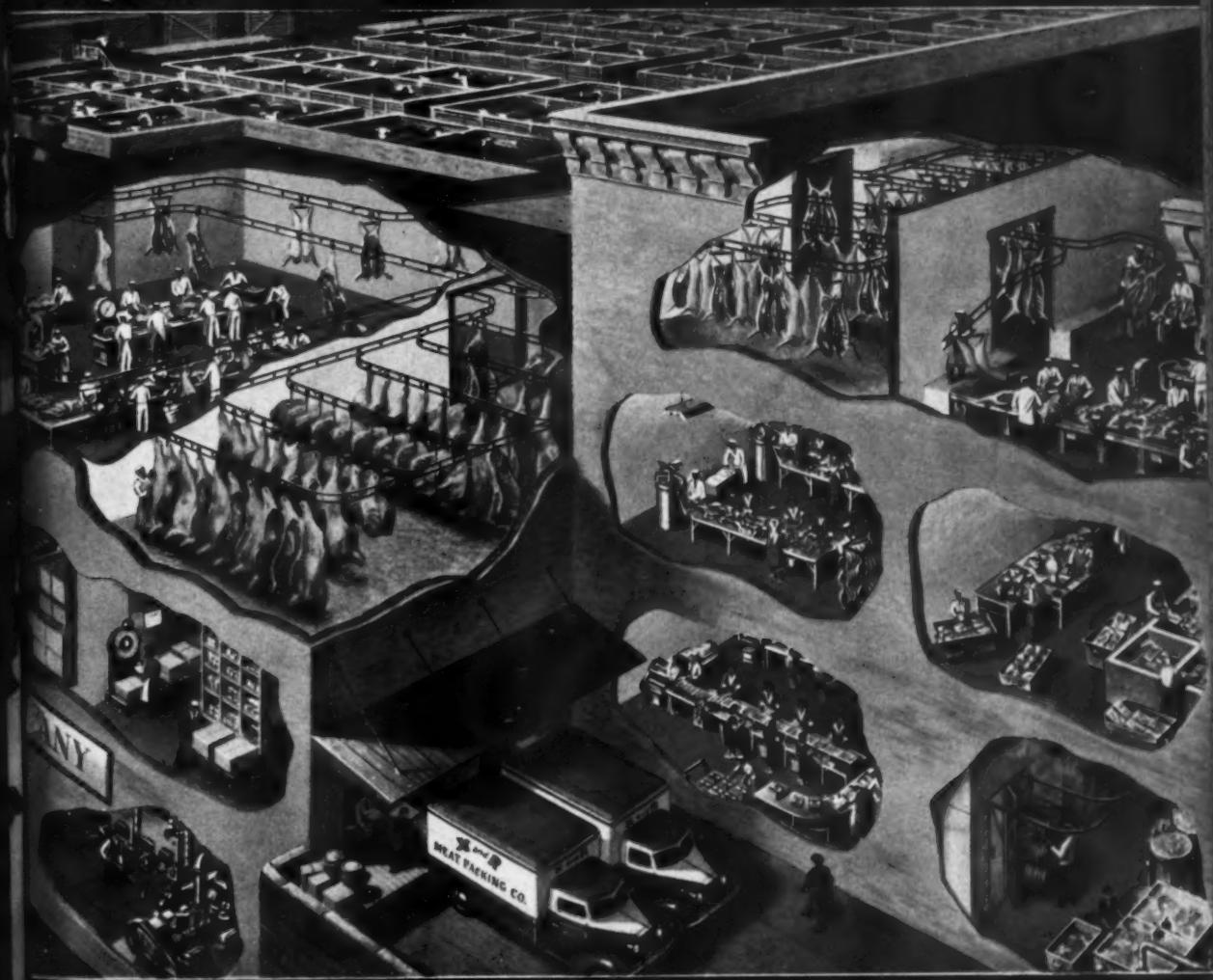
THE NATIONAL

Technology

# Provisioner

STACK

Leading Publication in the Meat Packing and Allied Industries Since 1891

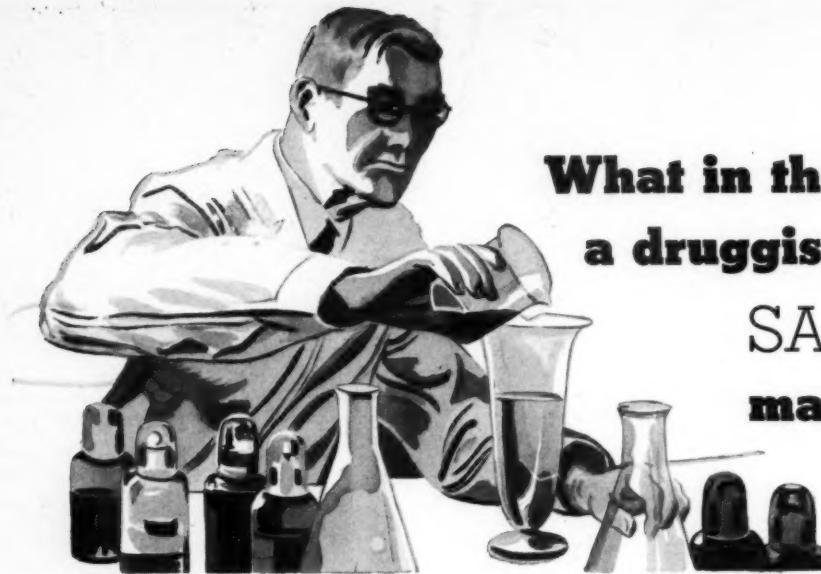


Proceedings of the

Annual

# N I M P A

Convention



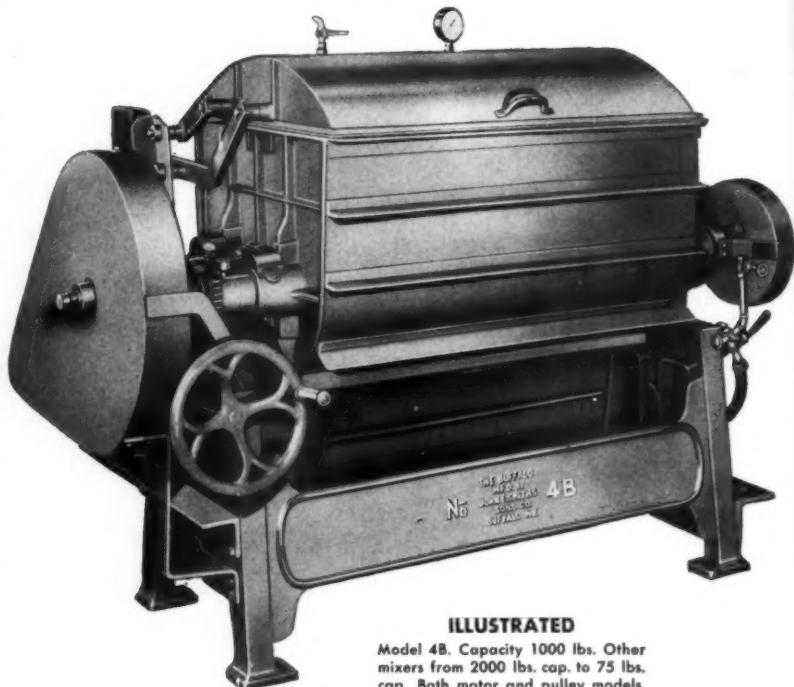
## What in the world has a druggist to do with SAUSAGE manufacturing

**J**UST this: Every good pharmacist knows that the proper *mixing* of ingredients is one of the most important functions in prescription work. His reputation and financial success are vitally involved.

So, in sausage-making, *mixing* is a prime factor in producing high quality. When it comes to uniform curing, and for proper distribution of seasoning, *complete* mixing is essential. BUFFALO mixers do a thorough job, an economical job, a quality job!

Buffalo engineering and Buffalo manufacturing standards, backed by 80 years of experience, assure perfect results. It will pay you to get all the facts about Buffalo mixers. There is a size and style for every plant and for every need.

Write for a catalog—or ask a Buffalo representative to call. There's no obligation.



### ILLUSTRATED

Model 4B. Capacity 1000 lbs. Other mixers from 2000 lbs. cap. to 75 lbs. cap. Both motor and pulley models.

# Buffalo

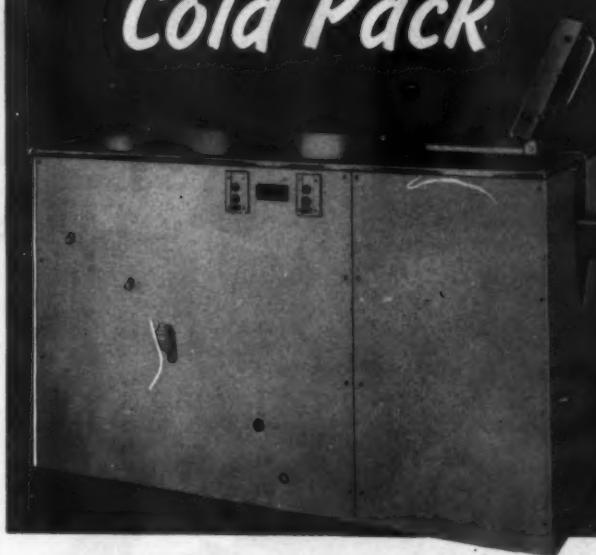
**QUALITY SAUSAGE-MAKING MACHINES**

**JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo 3, N.Y.**

*Sales and Service Offices in Principal Cities*



# TOP SPEED AND QUALITY in Cold Pack Canning of Hams



## HAM IN THE CAN in 11 Seconds!

Press the switch button and, automatically, the Griffith Pullman Ham Press forms the ham and deposits it in can, within 11 seconds. Takes hams ranging from 6 lbs. 10 oz. to 10 lbs. 8 oz. Occupies 2 ft. 6 in. by 6 ft. 4 in. floor space. Oil hydraulic pump.

## The Griffith Process, from Curing to Cooking\*...

• Griffith's *Cold Pack* Process yields numerous profit-producing advantages over the pre-cooking method. No expense for pre-cooking equipment or labor. No meat-weight loss because of pre-cooking . . . the full boned-weight of the ham is in the can.

All the essential flavor-producing juices in Prague Powder Curing are cooked into—not out of—the ham. The result is . . . superb flavor, texture, and color . . . and more of it!

\*How you can adapt Griffith's successful process and equipment to your plant is fully described in free folder, "How To Produce Flavorful Canned Hams Profitably."

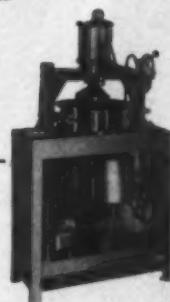
Send for copy today.

\*Prague Powder—Reg. U. S. Pat. Off.—made or for use under U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626.

The  
**GRIFFITH**  
LABORATORIES



**GRIFFITH'S CANNED  
HAM GRADING SCALE**  
Shows exact size can for each  
ham. No guessing. Lower gel-  
atin content.



**GRIFFITH'S HYDRAULIC  
HAM PRESS**

Assures firm, tight, high speed  
pack—250 lbs. sq. in.—60 to  
80 hams per hr.



**GRIFFITH'S SOLDER  
DIP POT (Gas Heated)  
AND DIP POT TABLE**

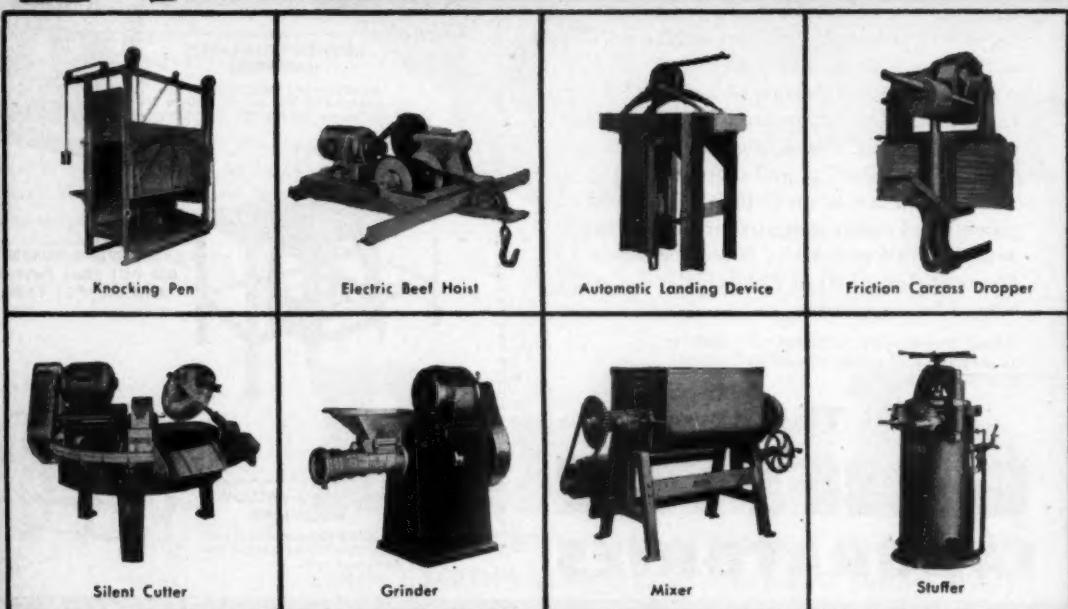


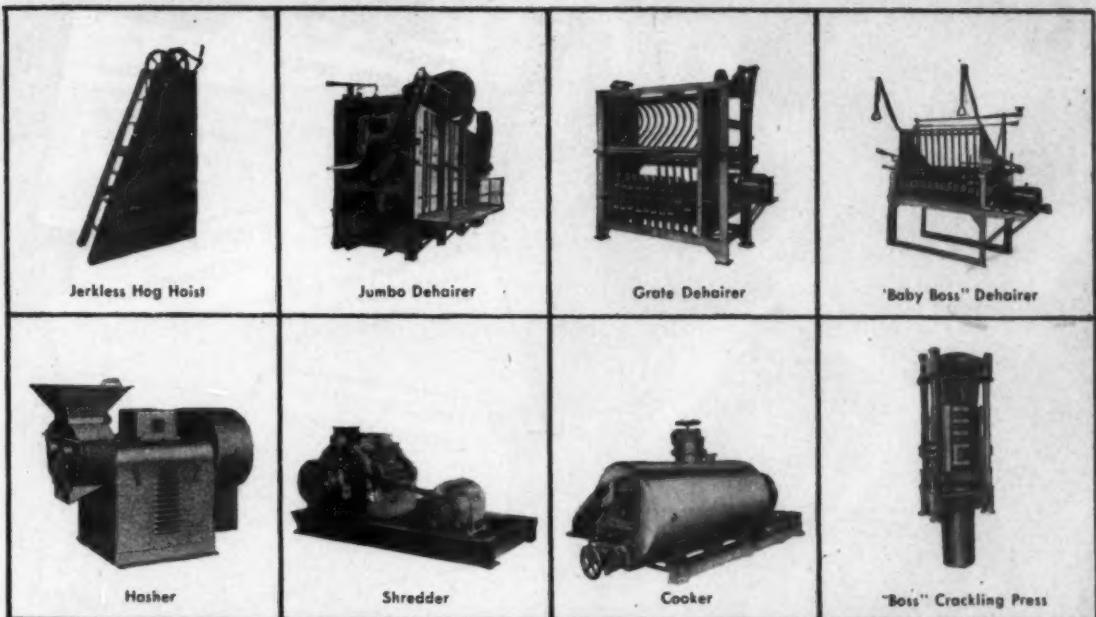
**GRIFFITH'S VACUUM  
HOOD UNIT**

Localizes vacuum seal to vent  
area. Eliminates leakers and  
deformed cans.



Write for illustrated literature on the modern Boss CHOP-CUT; the most advanced sausage meat cutter in America.





**WAGES WILL REMAIN HIGH ★ ★ ★**

but you can offset present manufacturing conditions by increased man-hour production, through the use of such modern, timesaving machines and devices as those shown on these two pages.

**And Boss Equipment will do just that—increase man-hour production!**  
For Boss equipment designs have been tested and perfected through many years of Boss service to the meat processing industry. Stamina and balance are built in, and many of the timesaving features are patented by Boss, and not to be had from any other source.

Meet modern conditions with modern methods. Investigate thoroughly the equipment you buy.

**THE Cincinnati BUTCHERS' SUPPLY COMPANY**  
CINCINNATI 16, OHIO



## You won't forget the zippy flavor of skinless franks made the Fearn way!

For extra flavor satisfaction and a rounded appetizing goodness in skinless franks, you need the help that Fearn ingredients can give.

Add Fearn Protein Flavor Builder to your present formula to get maximum flavor benefit from your present ingredients. Better yet, use Fearn enriched binders, complete cures and special seasonings with their special extra advantages. Local houses can gain the old-time flavor appeal of long smoking without excessive smokehouse shrink through Fearn Smoke Style Flavor.

Use one Fearn product or several—you'll get extra advantages with each Fearn ingredient you use and add extra dollars of sales volume for the pennies you invest.

Write today for full details

of these outstanding Fearn ingredients



**fearn**

adds sales and profits from added zest and flavor



# introducing

## ACE

## SAUSAGE LINKER

THE NATURAL CASING LINKER \*

"The  
Little  
Giant"



Completely cleaned in 3 minutes



For further information or  
demonstration write or wire:

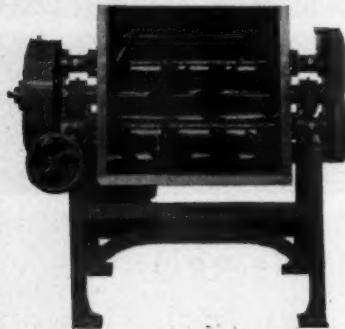
**BURKE PRODUCTS, Incorporated**

Exclusive Sales Agents—World Wide  
**OPPENHEIMER CASING CO.**  
1020 West 36th St., Chicago 9, Illinois

for Profitable Production  
THIS Year...choose

# RANDALL

Many leading sausage manufacturers from coast to coast prefer RANDALL STUFFERS, MIXERS, CUTTERS and OVENS . . . because RANDALL EQUIPMENT is produced by engineers who also know the sausage making business, and whose long years of experience and "KNOW HOW" are put into every RANDALL product. Remember . . . low initial cost plus dependable, efficient service, which you will get from RANDALL equipment, can spell PROFIT for you this year.

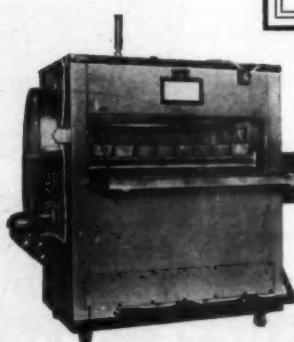


RANDALL No. 231 STUFFER

Designed for fast production. Has polished stainless meat valves, guaranteed leak-proof piston, exclusive safety features. Cannot operate when lid is open. 100% to 500% capacity.



*A new catalog is yours for the asking. Get our price list and compare.*

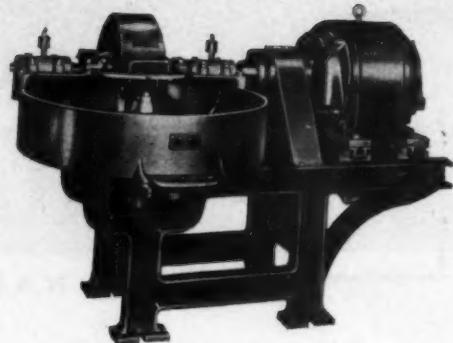


## R. T. RANDALL & COMPANY

331-333 North Second Street

★ ★ ★

Philadelphia 6, Pa.



RANDALL SELF-LOADING  
PERFECTION CUTTER

An indispensable machine to any efficient sausage kitchen. Cuts and mixes evenly and quickly. A RANDALL CUTTER is available for every size of plant—125% to 800% capacity.



RANDALL HEAD  
CHEESE CUTTER

A speedy, efficient, power-driven cutter to do a better job at lower cost. Has protected moisture-proof motor. Prices low to pay big profits on investment.

**RANDALL** equipment is Guaranteed  
to deliver trouble-free service. Consult us  
on your production problems.

RANDALL EFFICIENCY  
REVOLVING OVEN

STURDILY BUILT in one compact unit. Door placed for convenient loading and unloading. Has 8 revolving shelves holding eight 6% meat pans. Gas heated. Well insulated. Automatic heat control. Attractive gloss enamel.

Keep your  
Eye On  
The Ball!



FLAVOR

## Pre-Seasoned FLAVOR KEEPS HAM SALES BOOMING!

"The Man Who Knows"



"The Man You Know"

Don't ever forget! It's the *flavor* that wins and holds a loyal following for your brand. Distinctive, sales-making flavor is what you get with the NEVERFAIL 3-Day Ham Cure. In the first place, NEVERFAIL creates in your product that genuine, old-fashioned, full-bodied ham flavor which everyone wants. Then NEVERFAIL adds a special, spicy goodness all its own because it *Pre-Seasons* as it cures. A special blend of spices *goes in with the cure* . . . permeates every morsel and fibre of the meat. NEVERFAIL-cured hams *look* as good as they taste . . . cherry-pink in color, uniformly tender in texture, firm and moist but never soggy.

With the NEVERFAIL 3-Day Ham Cure you'll sell more hams . . . at better prices . . . and *at the same time cut your production costs!* The shorter time in cure sends your product to market faster and more economically. Using this ready-mixed compound saves mixing your own Preparation . . . eliminates one whole operation with its uncertainty and high labor cost. Write today for complete information.

Pre-Season your bacon, sausage meat and meat loafers! Use NEVERFAIL

Pre-Seasoning Cure as a rubbing compound and in your chopper.

**H. J. MAYER & SONS CO., Inc.**

6815 SOUTH ASHLAND AVENUE • CHICAGO 36, ILLINOIS

Plant: 6819 South Ashland Avenue

IN CANADA: H. J. MAYER & SONS CO. (Canada) Limited, WINDSOR, ONTARIO

# PIN-TITE Reinforced Shroud Cloths

## FORM-BEST Stockinettes

help you process meats  
faster...better...more economically!



**FORM-BEST Stockinettes**  
are stronger...more  
elastic...less absorbent  
...the most economical  
stockinettes to use.

**PIN-TITE Reinforced Shroud  
Cloths** are stronger...easier to  
apply...the most economical  
shroud cloths to use.

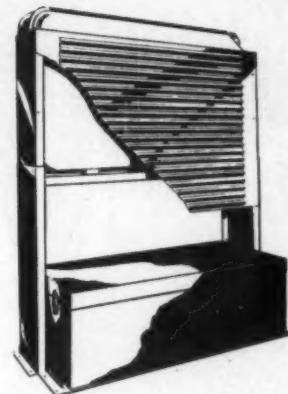
**PIN-TITE** and **FORM-BEST** are manufactured  
only by The Cincinnati Cotton Products Company.

*The Cincinnati Cotton Products Co.*

CINCINNATI 14, OHIO

CHICAGO OFFICE: 222 WEST ADAMS STREET, PHONE: DEARBORN 2-2958

# KOLD-HOLD Pakage TRUCK UNITS



AS SIMPLE TO INSTALL  
AS 1-2-3

1. Cut two holes in the floor of the truck for air intake and discharge. Dimensions and measurements come with the unit, as well as complete installation instructions.
2. Push the unit into position over the holes and bolt securely into place. This is all the installation required.
3. Plug into 110V outlet. Twenty foot rubber covered cord is supplied with the unit. If desired, a connection box may be installed outside the body for greater convenience.

# KOLD-HOLD

#### Jobbers in Principal Cities

**KOLD-HOLD MANUFACTURING COMPANY - 460 E. HAZEL STREET, LANSING 4, MICHIGAN**

The National Provisioner—June 4, 1948

*a Profitable Investment*  
FOR MURRAY PACKING CO.  
TRANSPORTATION OF MEAT without SPOILAGE

## IN THE TRANSPORTATION OF MEAT without SPOILAGE

Small fleet operators can now protect their perishable foods in transit easily and economically with the new Kold-Hold Pakaged Truck Unit. This is a compact, self-contained refrigeration system that you can quickly install in your own truck. It is a complete assembly of all units necessary to refrigerate a properly insulated truck body to a temperature of 45° to 50° for a day's run.

Paul H. Murray of Plainwell, Michigan has this to say about the Pakaged Units he installed in two of his trucks: "We find absolutely no deterioration of meat during transit. We have made savings by the use of the Kold-Hold Pakage Unit because our meat products reach the dealer in top condition. We are mighty well pleased with the results."

The Kold-Hold Pakage Unit will give you dependable, low-cost refrigeration, will help you win more customers and increase your profits. *Send today for complete information.*

PROCESSING TRANSPORTATION protects every step of the way

#### STORAGE



## Seven ways Canco will help you get in the canned meat business

MANY MEAT PACKERS have found a great new source of meat profits in the canned meat business.

Perhaps you, too, have been considering entering this field.

To help you, here's a checklist of services which Canco will perform for you *at no cost*.

**1. Canco will make** blueprint and layout recommendations to gear your plant for canned meat production.

**2. Advice on all technicalities** concerning the processing of canned meats.

**3. Assistance in** the finding and training of personnel.

**4. On proper flavors, recipes** for labels, and general advice on consumer needs, the Home Economics Section and Testing Kitchen will help.

**5. On all lithographed labels**, Canco's Label Department will develop a package design.

**6. Our service engineers** are on call for production-line emergencies, when you are in commercial production.

**7. On all problems** of quality control in production, Canco's Research Laboratories may be used.

**AMERICAN CAN COMPANY**

New York • Chicago • San Francisco

CALL **CANCO** FIRST

another AEROL advanced design...

NEW

# aerol seal



Ends Greasing and Bearing Replacements • Triples Wheel Life • Improves Rollability • Resists Corrosion

The World's First

Guaranteed

*This New Aerol-Seal Wheel* operates at maximum efficiency... even when constantly subjected to water, steam, detergents, sand, abrasives, or other foreign matter. Made to exacting Aerol specifications from only the finest materials... lightweight, high-strength aluminum alloy; nationally known and recognized Timken and Bower precision ground bearings... molded-on tire made from oil and brine-resistant solid rubber.

Aerol-Seal Wheels are tested to withstand 85 lbs. of air pressure and are proven by thousands of hours of service. Available in standard sizes. See your distributor or write, wire or phone today for complete information.

Used by world's leading Packers!

NO WHEEL ROLLS LIKE AN  AEROL

GUARANTEED 20% EASIER ROLLABILITY



AEROL CO., INC.

2820 Ontario Street, Burbank, Calif.



# SYLVANIA® CASINGS



Special attention  
to individual designs  
printed in color



**SYLVANIA DIVISION AMERICAN VISCOSA CORPORATION**

Manufacturers of cellophane and other cellulose products since 1929

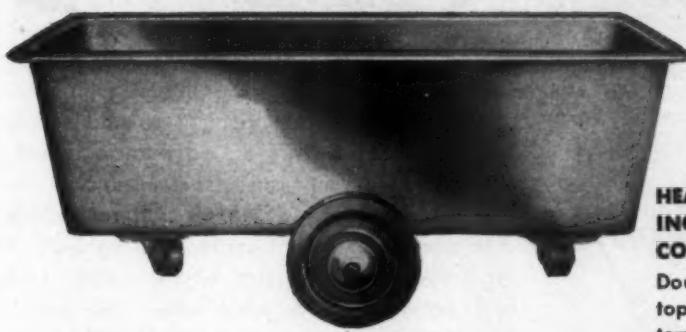
Plant: Fredericksburg, Virginia ★ General Sales Office: 350 Fifth Ave., New York 1, N. Y.

Casings Division: 111 North Canal Street, Chicago 6, Illinois

Distributor for Canada: Victoria Paper & Twine Co., Ltd., Toronto

# Employees like this easy-to-handle aluminum equipment

Light-in-weight Wear-Ever aluminum equipment brings cheers from the men who work with it, for it means less fatigue. It brings cheers, too, from those responsible for efficiency and operating costs. For the super-tough alloy from which Wear-Ever aluminum food equipment is made resists gouging and denting—gives many extra years of hard service. Mail the coupon below for full information on Wear-Ever Aluminum food plant equipment. The Aluminum Cooking Utensil Co., Wear-Ever Bldg., New Kensington, Pa.

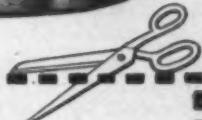


## FOOD TRUCKS

Strong aluminum body, 14 cu. ft. capacity. Continuous welds eliminate cracks and crevices. St. John Neotread wheels.

## HEAVY DUTY INGREDIENT CONTAINERS

Double-thick tops and bottoms. Beveled edges. 15 sizes from 8 to 200 qts.



The Aluminum Cooking Utensil Co.  
406 Wear-Ever Bldg., New Kensington, Pa.

Please send me further information about your

Tubs       Pails  
 Ingredient Containers

Food Trucks  
Complete Line

NAME \_\_\_\_\_

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

# WEAR-EVER

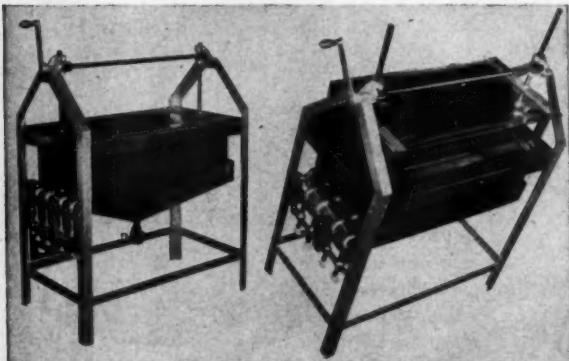
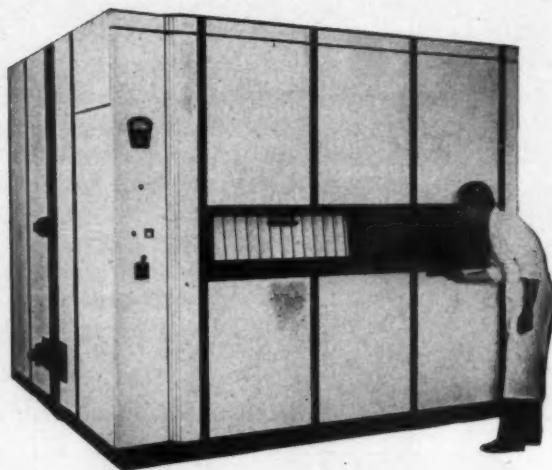


# Advance Equipment

## *makes a good loaf business BETTER!*

**ADVANCE CAN DO BIG THINGS FOR YOUR BAKING DEPARTMENT...AT A SAVINGS**

Packer-experiences throughout the country are proving day in and day out that ADVANCE OVENS and DIP TANKS mark the difference between "business as usual" and a record sales-breaking, extra-profit loaf business. There are no ifs, ands, or buts when you bake with ADVANCE OVENS . . . make sure you get high-grade uniformity batch after batch by installing worry-free, trouble-free ADVANCE equipment. ADVANCE OVENS operate at lower cost and provide year after year of dependable service.



Every ADVANCE OVEN is equipped with automatic controls . . . electric ignition and safety gas pilots . . . rust-proof, easy-to-clean interiors . . . porcelain or polished stainless steel exteriors . . . stabilized shelves . . . removable drip pans . . . and oil-sealed driving units if required. Greater yields, higher quality and new economies are yours when you install ADVANCE Equipment. All ADVANCE-baked loaves can boast a distinctive sales-appeal and delicious flavor that boosts profits.

ADVANCE DIP TANKS are economical to use . . . simple to operate . . . easy to clean and keep clean . . . and designed especially for meat loaf production! Automatic heat control prevents smoking of shortening, gives loaves a perfect color and uniform, attractive crust. Get the complete ADVANCE story today and learn how to give your loaves better color, controlled uniformity and a finer finish.

**FOR ADDITIONAL INFORMATION, DROP US A LINE TODAY.**

**ADVANCE OVEN  
COMPANY**

700 SOUTH 18th STREET • ST. LOUIS, MISSOURI

Western Office: 3919 W. Jefferson Blvd., Los Angeles 16, Calif.

*Afnal*

CURE

"HONEY SWEET" SUGAR CURE -

CONTAINS THE NECESSARY AMOUNT OF  
ESPECIALLY PREPARED SUGAR, AND NO SALT

- ★ MOST UNUSUAL COLOR
- ★ FINE, SWEET FLAVOR
- ★ LONGEST PRESERVATION

OF CURED SAUSAGE AND S.P. MEAT

Manufacturers of Binders, Seasonings, Dry and Liquid  
Seasoning Compounds

**Afnal**

C O R P O R A T I O N

1933 SOUTH HALSTED ST.

CHICAGO 8, ILL.

# FRENCH *means* HIGHER PROFITS &



## FRENCH

steps up grease recovery  $6\frac{1}{2}\%$

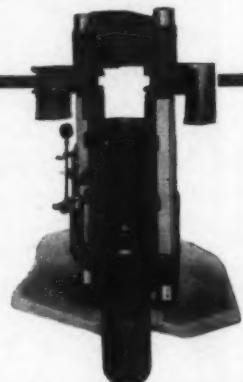
## FRENCH

adds 3% protein content to your cracklings



### HORIZONTAL COOKER

Welded steel plate construction means dependable, trouble-free performance. Made in sizes to fit all needs for jacket and internal pressures up to 100 lbs. Meets A.S.M.E. specifications.

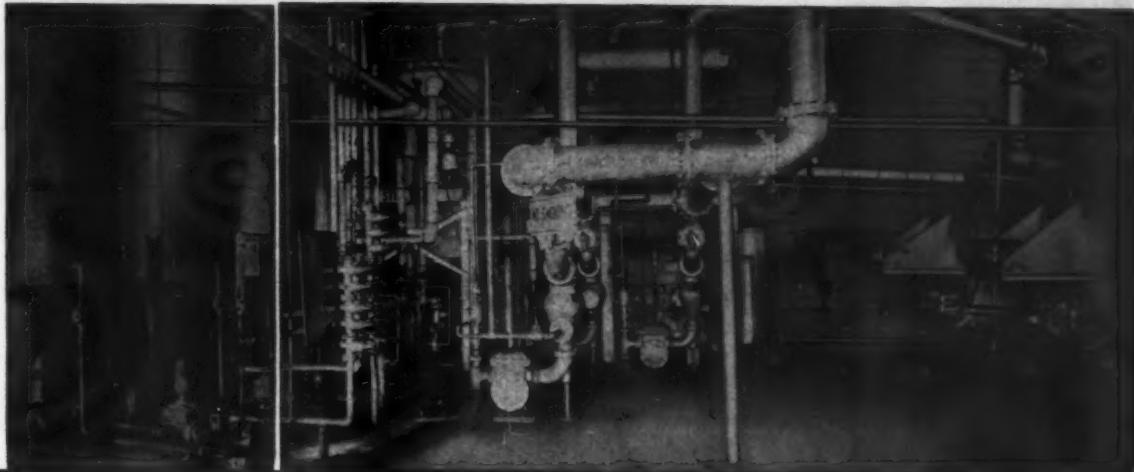


### HYDRAULIC CURB PRESS

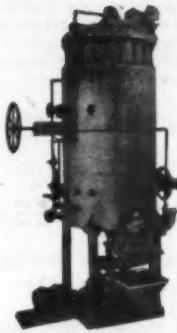
Here is the only press with floating heated curb. Gives increased yields at no increase in operating cost. Unusually heavy construction means unusually long life and trouble-free service.

Because FRENCH makes all types of rendering equipment, you can be sure that their recommendations will be completely unbiased, adequate to solve your problems and will provide the best possible equipment for your plant and individual requirements. Consult a FRENCH Expert for complete rendering satisfaction!

# TS & LOWER OPERATING COSTS!



*Batch Type Solvents Extraction Equipment for Meat Scrap Rendering*

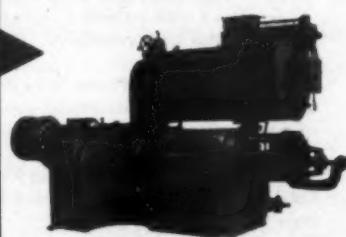


## FRENCH VERTICAL COOKER

Built-in Percolator Receiver or Sub Kettle. Edible or inedible rendering. Sectional construction of special all non-rusting metal. Maximum efficiency in every capacity.

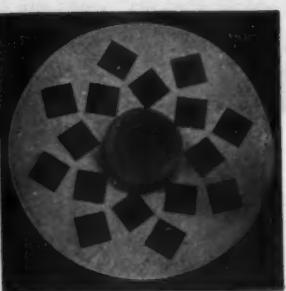
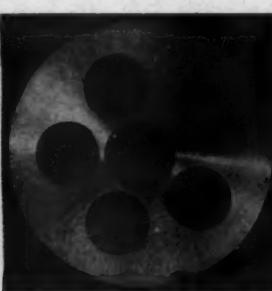
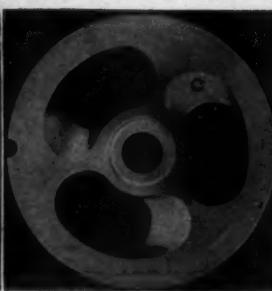
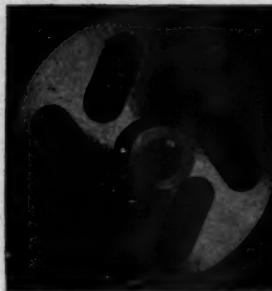
## MECHANICAL SCREW PRESS

As perfect as modern engineering can make it. Large capacity gives low operating cost per ton of material pressed. Rigid and rugged. The ideal unit for mechanical pressing operations.

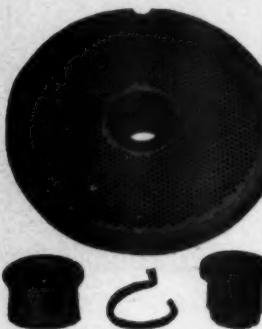


Packers everywhere are daily realizing higher profits at lower operating costs with FRENCH RENDERING EQUIPMENT. The giant strides made in the field of modern inedible rendering are best illustrated by the new FRENCH Solvent Extraction Units and the new FRENCH Solvent Extraction Method. The FRENCH system is completely sanitary, definitely fool-proof, both economical and profitable to operate . . . yielding substantially higher grease extraction with minimum solvent losses. FRENCH equipment can be engineered to produce a system that requires no manual handling of product during processing, or it can be combined with present equipment under modified manual methods. Finished cracklings command higher prices because of higher protein percentage!

FRENCH Dry Rendering Equipment is the finest that modern engineering has produced in this field. Individual units and over-all efficiency are of substantially higher quality because units are engineered to produce a perfect working combination.



A few of the many "SPECIAL" Plates for Special Purposes



### FAMOUS C-D REVERSIBLE PLATE

Made of special wear-resisting alloy and designed to outlast two plates of any other make. Equipped with patented spring lock bushing. Guaranteed against cracking, breaking, pitting or chipping! Costs less to use.

### NEW! IMPROVED C-D CUT-MORE KNIFE



This is the most economical knife for large grinders. Superior to any other make on the market. They are self-sharpening, always maintaining a razor-sharp edge until the  $\frac{3}{4}$ " cutting edge is worn down. They will neither heat nor smear the meat. They need no mechanism to change or adjust the blades. A small set-screw holds the blades securely in the holder.



Increases the speed of hand linking, improves appearance of linked sausage and slashes linking costs. High measuring guide makes it possible for operator to swing links with a minimum of effort. Links are uniform and cleanly divided. Easily adjustable to accommodate various lengths. 2-to-6, 2-to-8 and 2-to-13 inch guides in stock. Other sizes made to special order.



## Sausage Manufacturing Equipment is guaranteed by "The Old Timer"

The fact that now four times as many C-D Knives and Plates are in daily use than any other make is evidence that C-D products are superior products! Made of special wear-resisting alloys, C-D Triumph Plates and Superior Knives wear longer, cut better, require less attention and actually cost less to use! There are styles, types and sizes to fit every purpose and every grinder. Leading packers and sausage makers throughout the country are getting exceptional results at lower cost with the famous line of C-D equipment .. and so can you!

—C. W. Dieckmann

Before you buy...

### CHECK THESE ADVANTAGES:

- ✓ C-D Triumph Plates are made of a special wear-resisting alloy guaranteed to outlast two plates of any other make.
- ✓ Available in all styles ... angle hole, straight hole and tapered hole. REVERSIBLE, two plates for the price of one!
- ✓ Equipped with patented spring lock bushing thus making loose bushings an impossibility.
- ✓ The C.D. Triumph Plates have proved themselves the most economical plates in existence, cutting several million pounds of meat before sharpening is required.
- ✓ All makes and sizes of solid knives and Superior Knives, Cut-More Knives, X.L. Knives, B & K Knives ... all with changeable blades, carried in stock.

The  
**SPECIALTY**  
Manufacturer's Sales Company



TRADE MARK

2021 GRACE ST.

CHICAGO 18, ILL.

## Longer Shelf Life for Lard and Baked Goods!

# Tenox II

# II

### New Stabilizer for Retarding Oxidative Rancidity in Lard

**Tenox II** imparts longer shelf life to lard—and also to baked goods, packaged pre-mixes, prepared foods, and other products made from lard. It is the only antioxidant with substantial carry-through properties under baking temperatures to combat rancidity in baked goods.

**Tenox II** is especially formulated for convenient, economical processing. It is added to the lard after rendering in the usual way. Its cost is only a few cents per hundredweight of lard. One pound of Tenox II is sufficient to stabilize 2,000 pounds of lard.

Write for complete information about this important food saver.

**Sales  
Representatives:**

**CHICAGO:**  
360 N. Michigan Ave.

**CLEVELAND:**  
Terminal Tower Bldg.

**NEW YORK:**  
10 E. 40th St.

**West Coast:**  
Wilson & Geo. Meyer & Co.

**SAN FRANCISCO:**  
333 Montgomery St.

**LOS ANGELES:**  
816 W. 5th St.

**PORTLAND:**  
520 S. W. 6th Ave.

**SEATTLE:**  
1020 4th Ave., So.

## TENNESSEE EASTMAN CORPORATION

(Subsidiary of Eastman Kodak Company) • KINGSPORT, TENNESSEE



You KNOW that the "weather" is always cool, clean, constant inside your beautiful BATAVIA BODY—and that means the END of rejects, discoloration, trim losses. Day and night, long runs or short, rising temperatures can't steal the bloom from your meat. The same natural goodness, saleable quality that leaves your cooling room . . . reaches the retail counter. That's why it PAYS to buy the finest body built—a beautiful BATAVIA REFRIGERATED BODY.

BATAVIA ANNOUNCES ITS NEW HYDRAULIC DRIVE: This new, compact refrigerating system allows greater payloads, provides positive, continuous refrigeration in transit or in overnight storage. Ask us to show you how this system meets your needs.

**BATAVIA BODY COMPANY - BATAVIA, ILL.**

**DON'T INCUBATE—REFRIGERATE**





QUITE BY ACCIDENT . . . through the effect of the heat of an ancient campfire on natural sand . . . man discovered glass. But it took years of experimenting to find a way to put the resulting transparent substance to practical use.

Not a pioneer in the art of glassmaking, but certainly a master of his craft, was Henry William Stiegel. To America in its infancy, Stiegel brought the European art of glass blowing and developed through his creative imagination and desire for perfection, the style of glass artistry that bears his name.

By accident, too, man discovered the importance of natural salt not only to his health but also to the entire progress of civilization.

And by constantly experimenting, always trying to achieve perfect purity, the makers of

*Stiegel type sugar bowl of blue flint molded glass showing a large diamond pattern. Courtesy of the Metropolitan Museum of Art.*

Diamond Crystal Salt have developed the exclusive Alberger Process, which has attained product purity averaging an amazing 99.95%.

This same Alberger Process has made it possible to offer you a wide range of salt . . . grained for every purpose and superior performance. And it has created a salt of exceptional quality, uniformity, cleanliness and true salt flavor.

If you have any questions about grain size or grade . . . if you are concerned over any food processing worries . . . get expert advice by writing to our Technical Director, Department I-24, *Diamond Crystal Salt, Division General Foods Corporation, St. Clair, Michigan.*

# *Diamond Crystal Alberger Process Salt*



## *Keep an Eye on the Stores of the Eye*

Your Products will be sold in this Edifice of Eye Appeal. In competition with other Products, yours must *be good, look good, be wanted* by the Public.

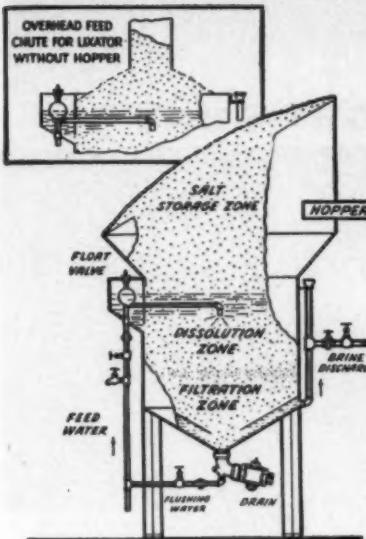
Crown Can is looking to the Future too—making Cans that look good, stronger cans that protect your merchandise. And Crown Service behind Crown Cans looks always forward—giving you the newest ideas in better Canning Science, help in designing modern labels, helpful advice on increasing sales through new ideas.

*Are you planning for the Future? Let us help. If you have any canning, manufacturing or sales problem, ask to see a Crown Salesman.*

# CROWN CAN

*One of America's Largest Can Manufacturers*

PLANTS AT PHILADELPHIA, BALTIMORE, CHICAGO, ST. LOUIS, HOUSTON, ORLANDO • Division of the Crown Cork & Seal Company



## The LIXATE pipe line to efficient brine distribution

**THE LIXATOR** automatically provides 100% saturated crystal-clear, self-filtered brine that can be piped, by gravity or pump, anywhere . . . at any distance . . . it is needed in your plant.

### HOW THE LIXATOR WORKS

In the dissolution zone—Flowing through a bed of Sterling Rock Salt which is continuously replenished by gravity feed, water dissolves salt to form 100% saturated brine. In the filtration zone—through the use of the self-filtration principle originated by International, the saturated brine is thoroughly filtered through a bed of undissolved rock salt. The rock salt itself filters the brine. Nothing else is needed.

**JUST TURN A VALVE** for Lixate Brine that meets the most exacting standards for chemical and bacterial purity . . . that can be diluted volumetrically to any desired strength.

**THE LIXATE PROCESS** for Making Brine cuts production costs as high as 20% . . . by cutting labor, time and waste in making brine. No hauling, measuring, stirring . . . YET ALWAYS a continuous supply of accurately measured brine.

Consult our Technical Service Department on your use of salt and brine. The experienced men on this staff will advise you on the proper location for Lixator and salt storage, pumping arrangements, types of pumps, meters, and valves. They will fit the *money-saving* Lixator into your plant operations. Write today!

### NOW AVAILABLE

**The New Stainless Steel  
STERLING MODEL LIXATOR**  
For "Lifetime" Use  
For Greater Economy  
For Added Cleanliness

**The LIXATE Process**  
REG. U. S. PAT. OFF.  
for making brine  
INTERNATIONAL SALT COMPANY, INC.  
Scranton, Pa.

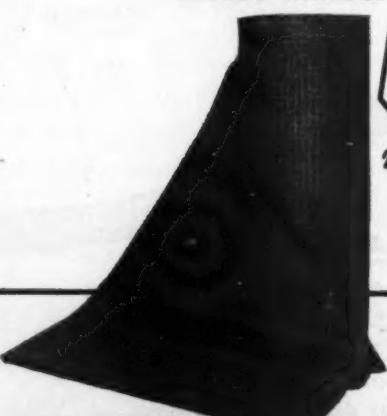


# OZITE INSULATING FELT

For over 50 years, all-hair OZITE insulating felt has set the pace for efficiency in cutting power costs . . . stopping heat losses, and providing low-temperature control.

You can get all the facts by requesting Bulletin No. 300—send for a copy today.

100% HAIR FELT  
LASTS A LIFETIME  
EASILY INSTALLED  
APPLIES WITHOUT WASTE



Write for  
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Today!

**AMERICAN HAIR & FELT COMPANY**

Dept. J96

Merchandise Mart

Chicago 54, Ill.

# JAMISON-BUILT DOORS

*For Use in Zero° F. and Below*

TO MEET YOUR SPECIFICATIONS

## SUPER FREEZER DOOR



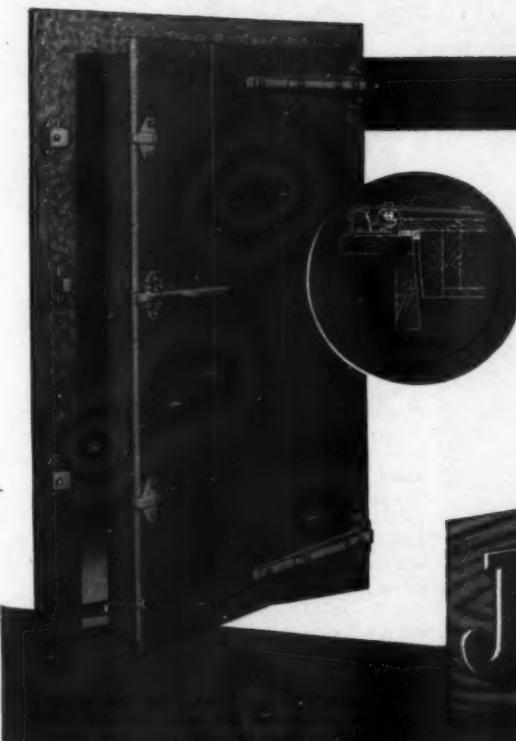
### Time Proven Overlap Type

The Super Freezer Door made industrial use of sub-zero temperatures practical. Overlap type of construction permits insulation to any desired thickness. The sealing and insulation efficiency of its 4" wide by  $\frac{3}{4}$ " thick, resilient, moisture impervious gasket is exceptional. The unusually strong hardware of special design, supplied as standard equipment on the Super Freezer Door, is largely responsible for its outstanding performance.

Hinges are: Jamison Adjustable Spring Hinges (Pat. No. 1987512). Fastener: Jamison 031 (single point) Roller Fastener (Pat. No. 2083458).

For only slight additional cost Jamison E-Z-Open (Two-Point) Fastener as illustrated (Pat. No. 2147794) will be furnished. Warm side (Front or Back) of Super Freezer Door is covered with No. 20 gauge galvanized steel forming effective vapor barrier and eliminates possible deterioration due to moisture precipitation.

## LO-TEMP DOOR



### Infitting Type for Low Temperature Use

A single cellular rubber gasket enclosed in a moisture impervious skin provides the perfect plug-plus-surface seal. Uniform gasket compression is assured by Jamison E-Z-Open (Two-Point) Fastener (Pat. No. 2147794) in combination with Jamison "Adjustoflex" Hinges, (Pat. No. 2208310). To eliminate possible deterioration due to moisture precipitation the top of door is equipped with a metal cap—front, edges and casing are covered with No. 26 gauge galvanized steel sheet. The Lo-Temp Door satisfies the demand for a door of the infitting type for use in temperatures as low as minus twenty ( $-20^{\circ}$ ) Fahr.





# "FLAVOR-LOSS":

One of the oldest problems  
of the food packing  
industry is being solved  
today by many canners!

In 100 and  
200 lb. drums

*Ac'cent* will SUSTAIN the  
natural flavors in the foods you pack

Simple and startling is the test of Ac'cent.

No longer a matter for skepticism is the effect of Ac'cent in processed foods. It's been demonstrated time and again—in actual commercial processing and in the laboratory. Ac'cent does two things with amazing success: (1) intensifies natural flavor of food, (2) guards flavor against the usual loss in processing.

Ac'cent is now in regular use by many food processors whose products you know well.

We invite you to look into the information we have on the use of Ac'cent in many types of foods you pack. Members of our staff of food technologists and chefs are on call to consult with you in your plant and supervise tests.

*White*

Amino Products Division, Dept. NP-6  
International Minerals & Chemical Corp.  
General Offices: 20 North Wacker Drive  
Chicago 6, Illinois



## A TYPICAL TEST OF AC'CENT IN VEAL LOAF

Along with the salt and seasonings going into 100 pounds of your veal loaf, add 2 ounces of Ac'cent. Mix and pack as usual. Mark the Ac'cent samples and place in the same retort with control samples. After cooling and aging a few days cut a control and an Ac'cent sample. The difference will be unmistakable. Ac'cent blends and rounds out the flavor of your loaf, heightening its appeal to the taste.

*Ac'cent makes food flavors sing.*

Trade Mark "Ac'cent" Reg. U.S. Pat. Off.  
Printed in U.S.A.

**"10,000,000 pounds shipped weekly  
with 'DRY-ICE' refrigeration . . .**

*spoilage kept at  
absolute minimum"*



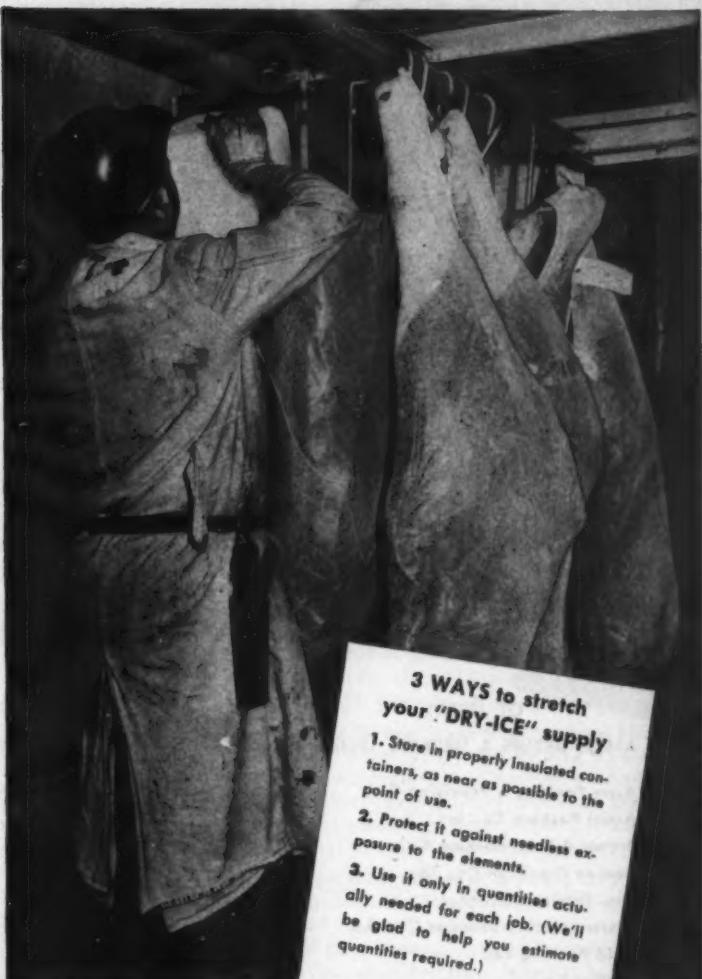
*... says the Transportation Super-  
intendent of a large Mid-West  
meat packer.*

He amplified: "We ship fresh, smoked, cured and canned meat and meat products of all kinds everywhere East of the Mississippi River — in railroad refrigerator cars and trucks — and we have had a minimum loss due to spoilage. In the case of fresh trimmings and sausage materials current production can be shipped immediately by placing cones of "DRY-ICE" in the center of barrels as the product is packed. This eliminates the necessity of spreading trimmings in freezer.

"We feel a large part of this success is due to "DRY-ICE" which we use both as a primary and secondary refrigerant.

"In addition to this "DRY-ICE" has many advantages over other types of refrigeration. It permits greater payload and is more flexible to handle."

Protect your meat products with "DRY-ICE" and be assured of dependable and economical refrigeration. Write your nearest Pureco Office or Warehouse for more complete information. Use margin below ad for your name and address.



**3 WAYS to stretch  
your "DRY-ICE" supply**

1. Store in properly insulated containers, as near as possible to the point of use.
2. Protect it against needless exposure to the elements.
3. Use it only in quantities actually needed for each job. (We'll be glad to help you estimate quantities required.)



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Saratoga Meat Products Co.

Smith Packing Co.

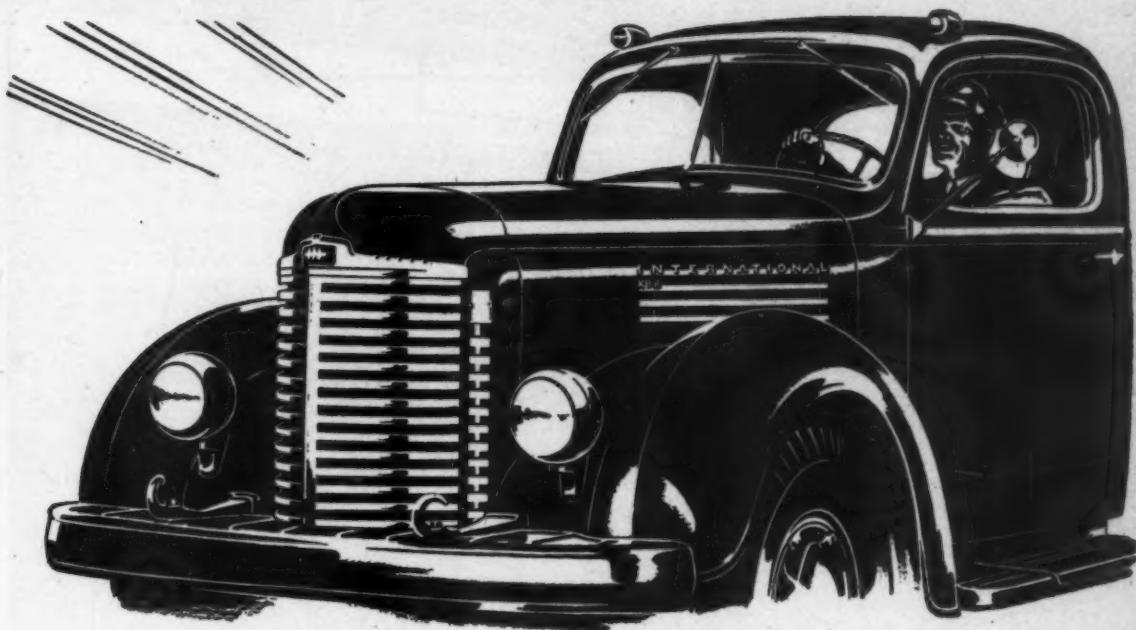
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*Atmos* CORPORATION

955 W. SCHUBERT AVE.

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# First in heavy-duty truck sales for 17 straight years!



**A**merica's most exacting truck buyers AGAIN give Internationals a vote of confidence!

Actual 1948 registration figures for new trucks of 16,001 pounds and greater GVW ratings show this nationwide preference for Internationals:

Internationals . . . . .	26.4%
Truck "B" . . . . .	14.3%
Truck "C" . . . . .	13.3%

This marks the 17th successive year that Internationals have led in heavy-duty truck sales! Would men who buy on a basis of performance give a No. 1 rating to any truck unless it gave them a No. 1 value?

**Outstanding value—right down the line!** The same basic values that have kept Internationals first for 17 straight years in the heavy-duty field, are yours in any International Truck model. Heavy, light, or medium-duty, your International Truck is *all* truck. There's no compromise with passenger car design.

**Trucks built to meet your requirements.** Among the 22 basic International Truck models and 1,000 differ-

ent truck combinations, there's a truck that's right for your job. In the range of gross weight ratings, from 4,400 to 90,000 pounds, you get the power, the frames, the axles you need for efficient hauling.

**PLUS—the nation's largest exclusive truck service organization!** 4,700 International Truck Dealers and 170 Company-owned Branches are ready with trained mechanics, precision-engineered replacement parts and low-cost rebuilt exchange units . . . ready to keep your International rolling at peak efficiency.

**A truck transportation engineer is ready to help you!** Call your nearest International Dealer or Branch, and find out how Internationals can step up the efficiency of your hauling. Trained International Truck transportation engineers will help you analyze your job—recommend a truck to lick it. If you're interested in profits, you'll call soon!

International Harvester Builds McCormick Farm Equipment . . . Farmall Tractors . . . Industrial Power Motor Trucks . . . Refrigerators and Freezers

Tune in James Melton and "Harvest of Stars," NBC, Sunday afternoons



## INTERNATIONAL TRUCKS

INTERNATIONAL HARVESTER COMPANY • CHICAGO

★ Note the dry walls free from condensation and drip in this curing cellar with ceiling installed GEBHARDTS



GEBHARDTS are fabricated of high-lustre Stainless Steel to insure complete sanitation, cleanliness and purity.



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CONTROLLED REFRIGERATION SYSTEMS

GEBHARDTS refrigeration system is installed on the ceiling and does not require any valuable floor space. Write today for illustrated catalog presenting the complete GEBHARDT story.

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**LOCATION** — Located at the front door of the corn belt . . . the natural gateway from the west to the east. **RAILROAD SERVICE**—Fast, dependable, frequent trains direct from St. Louis National Stock Yards connect all points in the east, north, south and southeast. "Without feed" runs are scheduled for Chicago, Detroit, Buffalo, Cleveland and Pittsburgh . . . "one feed" runs to New York and other seaboard points, deep south and southeast. Fast train service to Pacific Coast. **ORDER BUYERS** — We have a large number of skilled order buyers purchasing all classes of livestock on orders. All our order buyers are registered with the government and are bonded. **GOVERNMENT SUPERVISED** — The St. Louis National Stock Yards are under the U. S. Packers and Stock Yards Act. All buying and selling is under the supervision of government agencies, and the highest ethical trading practices are in effect. All scales are regularly tested under government supervision. According to government figures, this market shows a low percentage of losses due to condemned stock. You'll profit by buying at this convenient market. Come in yourself or place your orders with one of our many experienced order buyers.

### CALVES

Desirable weights . . . top flight quality . . . one of the largest calf markets in the U.S.

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Exceptionally wide selection of Native and Western Beeves . . . highest quality.

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Desirable Weights and Quality to meet your specific requirements.

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Our Native and Western Lambs have proven most satisfactory to the trade.

- The tremendous volume of all classes of livestock permits buyers to select just the kind and number of head of stock they desire without the necessity of filling out loads with several head of the kind they do not want.

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Sugar Cured Bacon

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Whole Canned Hams

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since 1891

ADOLF GOBEL, INC.  
BROOKLYN, N. Y.



**THANKS**

It was nice of you, and our many other friends, to pay us a welcome visit during the recent Convention. It was a pleasure and privilege to talk things over, and to give and receive a friendly greeting.

Thanks again!

\*

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CHICAGO • NEW YORK

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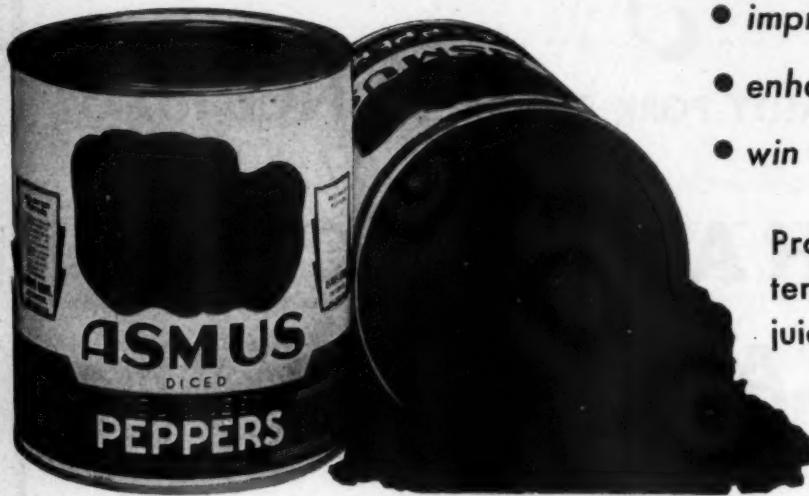
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MODELS LW - LY - LB  
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HYDRO-THERMAL COLD-COIL SYSTEM  
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Years ago a meat packer said to us, "You can use fewer finned coils and force the air across them with a fan or blower, and make more profit for yourselves per installation. Why don't you?"

At that time our answer was that we felt it would not be good policy to sacrifice long-range efficiency for the sake of a greater immediate profit. We knew from experience that no forced air system (no matter what it is called, nor how it is contrived) can produce what it is bloom on your meats and meat products - which means less shrinkage losses.

This policy - continued for years - has brought us a list of repeat customers which is beginning to read like

## A Blue Book of Meat Packers\*

\* You met many users of  
HYDRO-THERMAL SYSTEMS at the  
N.I.M.P.A. Meeting. ASK THEM  
how it will save you money.  
OR WRITE US.

W. J. Harbers

THE PAST 20 YEARS leading Meat Packers  
have listed a HYDRO-THERMAL SYSTEM in  
room have replaced other systems in room

## HYDRO-THERMAL SYSTEMS ARE BETTER

1. BECAUSE they provide NATURAL air circulation, blanketing all parts of the room.
2. BECAUSE they USE NO FAN MOTORS to blow away your profits and burden you with excessive maintenance.
3. BECAUSE once installed their ORIGINAL HIGH EFFICIENCY CONTINUES - not for a few years - but as long as the building stands.
4. BECAUSE they supply CONCENTRATED COLD QUICKLY to meet all the varying loading changes which can occur in your rooms.
5. BECAUSE it is EASILY INSTALLED by your own men skilled or unskilled following our plans and simple instructions.
6. BECAUSE the contact area of each fin where it joins the tube is greatly increased by its PERMANENT CONTACT COLLAR. The cost of this better construction is more than repaid to you every year by better performance.
7. BECAUSE it produces NO UNNATURAL FORCED AIR CURRENTS that may endanger the health of workers in Sausage, Bacon and other Packing Rooms.
8. BECAUSE it is sold by us DIRECTLY TO YOU or through specification by your architect or engineer - you save money.
9. BECAUSE LESS SHRINKAGE is not just a claim of ours our customers REPEAT orders prove it.

LOWERS MAINTENANCE HENCE PRODUCTION COSTS  
MAKES A MAGIC WAND OUT OF YOUR PAINT BRUSH

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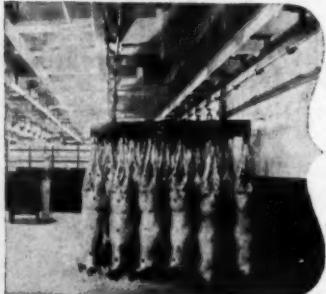
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Damp-Tex Regular does not taint food. It's safe. Now whiter. Dries in a few hours. Resists normal acid, alcohol and alkali conditions. Damp-Tex No. 2 dries in 30-minutes. Resists extreme acid, alcohol and alkali conditions. Both Regular and

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Chemistry pulls  
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GO ON WET OR DRY SURFACES

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WITHOUT  
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Write on your letterhead  
the word "Damp-Tex".  
Mail to us. We will send you  
details of  
our no-risk  
trial offer.



# DUPPS

Compact, simple in design, the new Dupps Fully Automatic Lander is a revolutionary advancement in Lander design. As soon as the shackle wheel is raised higher than the rail (without touching it), the Lander moves it in, locating it directly over the rail. When the hoist is reversed the wheel drops into place on the rail. The hook simultaneously kicks out of the shackle frame and returns to the pick-up level without hesitation.

## COMPARE THESE EXCLUSIVE FEATURES

Sheave mounts in four positions so that hoist can be either in front, on either side or in back of the Lander.

Mounting the new Dupps Lander is simple, because of reduced weight and the fact that only four holes need be drilled. No costly rigging crew or elaborate bracing is needed. The lander illustrated is mounted on 2 - 8 x 8 timbers with standard 14" drop hangers.

$\frac{3}{8}$ " alloy chain has higher tensile strength than the  $\frac{1}{2}$ " extra heavy chain usually used. Heavy plate fender is eliminated due to accurate guidance past rail on way up and accurate landing.

Trolley can move in either direction—ideal for V rail installations.

All-steel, all-welded frame of heavy plate. Castings which are liable to breakage or wear are eliminated.

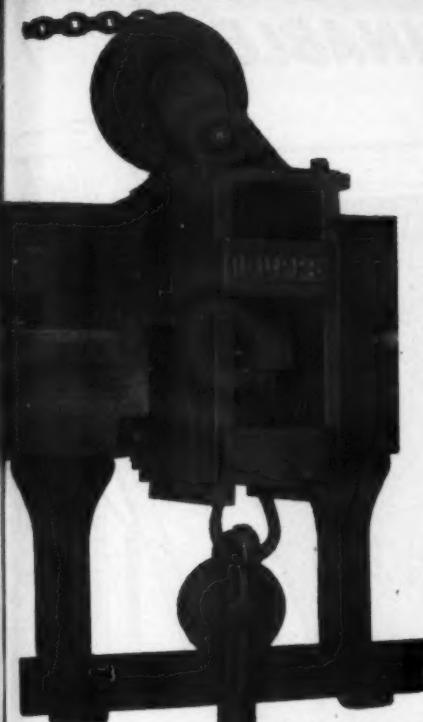
Solid plate steel sheave is equipped with double row ball bearings, life-time lubricated to eliminate dangerous overhead maintenance.

Guide pins, switch cam, guide block and loop are of solid forged steel.

Chain is secured by aircraft type bolt—eliminates repair link worries.

Because of the light weight chain, counterweight is only  $\frac{1}{2}$  as heavy as usual.

These features are exclusive with the new Dupps 17-C Lander—You can order yours today for immediate delivery from stock.



In this view, the loop is on the way down after the limit switch has stopped the upward motion and operator has pushed the down button. Trolley has landed accurately on the rail and lifting loop will continue on down without hesitation even though trolley remains on spot. Hoist in this view is parallel to bleeding rail.

In this view the Lander is about to start functioning. The guide block is in the down position—note that it is free to swing for hoisting off-center loads. Hoist in this view is on the dressing bed side of the bleeding rail.

# DUPPS

**SPECIAL DESIGN GIVES  
MORE ECONOMICAL TRIM  
THAN EVER BEFORE  
OBTAINABLE**



BECAUSE of its close-cutting, high-yield performance, the Townsend Bacon Skinner can enable you to show 20 cents or more extra profit from every hog.

When you multiply that 20 cents by your weekly hog kill, you'll see how much the Townsend Bacon Skinner can earn for you each week—how quickly it pays for itself.

The Townsend Bacon Skinner is a specialized machine for one special job—skinning bellies, fresh or smoked. It was developed by the designers of the famous Townsend Model 27 Skinner and Flesher for all pork cuts—the accepted standard for efficient operation in meat-packing.

Get full details on the Townsend Bacon Skinner. Write today for complete specifications and cost-cutting data per thousand bellies.

**TOWNSEND ENGINEERING COMPANY**

315 East Second Street

Des Moines 9, Iowa

Adjustable "ALL PURPOSE" Automatic  
**TY SAUSAGE LINKER**

For Artificial, Sheep and Hog Casings

Portable  
Man Hour and Space Saving  
Use of Unskilled Operators  
**UNIFORMITY OF SIZE**  
Just Connect With Light Socket  
Automatic Feeding  
Improved Product Appearance

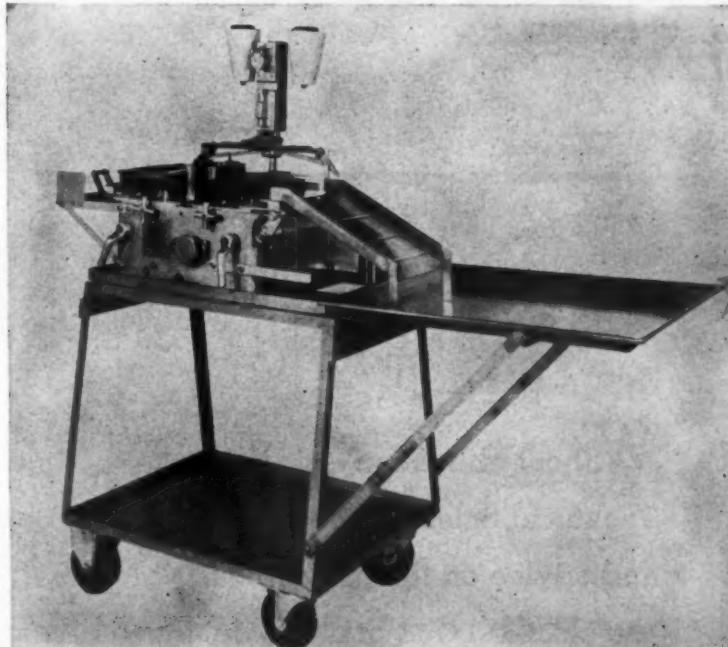
Any Length,  $3\frac{1}{4}$ " to  $6\frac{1}{2}$ ", 114 Links Per Minute  
" " 1 " " 2 ", 114 " " "  
" " 7 " " 13 ", 57 " " "  
Any Diameter Up to 35 mm.  
Diameters Up to 18/20 mm. Can Be Double-Tied

Change Lengths in 2 Minutes  
Change Diameters in 2 Seconds  
Change to "COCKTAILS" in 5 Minutes

Over 2000 Ty Linkers in Use!

WEIGHT: 210 lbs.      WIDTH: 20"  
LENGTH: 36"      HEIGHT: 31"

—As Displayed at the NIMPA Convention—



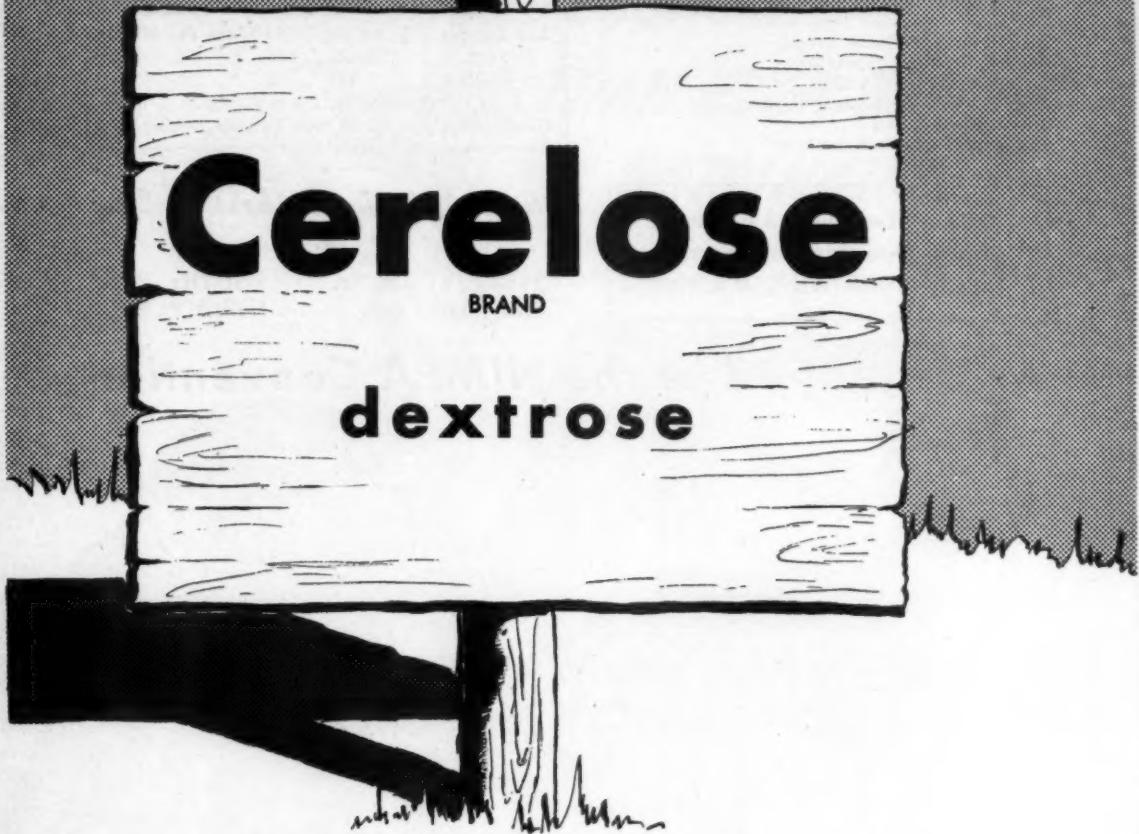
**OUR NEW COMBINATION SERVICE TRUCKS**

"TILT TOP" for Easy Cleaning—Adjustable EXTENSION PAN—  
CORRECT HEIGHT for Efficient Feeding—All STAINLESS STEEL  
—68" Long, 35" High, 24" Wide—Ideal for PERMANENT LOCATION

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*Saving the Industry 18,000,000 Man Hours Annually*



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Technical Sales Dept. for information  
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It's your brand or the retailer's when he switches to self-service or partial self-service in his meat department. If retailers can't buy your frankfurters ready packaged for self-service they'll buy unlabeled brands and package them *under the store label*.

Milprint produced the first successful frankfurter and sausage packages specifically designed for self-service. We'd like to help *you* with your packaging plans. Our meat industry specialists offer a wealth of self-service packaging experience along with your choice of the widest range of packaging materials and printing processes available from a single source.

Call your local Milprint man or write today.

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GENERAL OFFICES, MILWAUKEE, WIS.  
SALES OFFICES IN PRINCIPAL CITIES

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Printed Cellophane, Pliofilm, Acetate, Foil, Glassine,  
Saran, Plastic Films, Lithographed Displays, Printed  
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*The*

# **BRECHTEEN** CASING

The BRECHTEEN casing is the latest and most scientific development of the sausage casing industry. It is made from natural animal tissue by new and scientific processes.

It fully answers the need of the sausage industry for a perfect casing, of animal tissue, that will permit the obtaining of the finest and most distinctive flavor, due to smoke penetration.

The BRECHTEEN casing has all the inherent qualities and advantages of the natural sausage casing combined with absolute uniformity of widths and lengths, plus the highest and unvarying quality.

**BRECHTEEN** CASINGS  
are immediately usable; only a few minutes softening in warm water is required.

**BRECHTEEN** CASINGS  
permit the smoke to penetrate giving your product an exceptionally fine flavor and color.

**BRECHTEEN** CASINGS  
are supplied in exact widths—any lengths.

**BRECHTEEN** CASINGS  
assure absolute uniformity of product.

**BRECHTEEN** CASINGS  
can be printed with your name and trademark.

**BRECHTEEN** CASINGS  
are absolutely clean and sanitary.

**BRECHTEEN** CASINGS  
take the smoke perfectly.

**BRECHTEEN** CASINGS  
do not deteriorate.

**BRECHTEEN** CASINGS  
are porous—they breathe.

**BRECHTEEN** CASINGS  
permit product to slice easily.

**BRECHTEEN** CASINGS  
peel off nicely.

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**BRECHTEEN**  
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## THE BUTCHER, THE BAKER ... ALL USE UNITED, TODAY'S PACKAGE MAKER

Today's bakers are sure their baked goods are oven-fresh all the way to the customer's table. UNITED packages guard that freshness. UNITED packages sell the goods.



### UNITED UNI-PLY PACKAGES ARE:

*grease-proof	can't spot
*moisture-proof	keep things fresh
*long-lived	resist crushing
*sales-minded	get customers

WRITE, WIRE OR PHONE UNITED TODAY. WE'LL BE HAPPY TO SHOW YOU WHY  
IT PAYS TO PACKAGE WITH UNITED

## UNITED BOARD & CARTON CORPORATION

Folding Cartons and Package Specialties • From Pulp to Finished Product  
P. O. BOX 1318, SYRACUSE, NEW YORK

BOARD MILLS: LOCKPORT, THOMPSON, N. Y., URBANA, O. • CARTON PLANTS:  
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Now...for the first time, you can be  
Guaranteed

MAXIMUM PROFITS  
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in every rendering batch!

The GLOBE-COOK-RIGHT Control, attached to your present rendering equipment, will prevent overcooking and undercooking, cook every load to the correct point, upgrade fat, increase fat yield, and at the same time substantially increase your profits.



Globe-COOK-RIGHT  
Electronic Rendering Control

Every GLOBE-COOK-RIGHT Control is  
subject to these guarantees:

1 Up to 10-year service plans available from the date of delivery with the Controller continuously serviced and maintained by the manufacturer.

2 Satisfactory automatic duplication of the best selected rendering end-point. Automatic stopping of cooking by stopping agitator motor, steam heat and other electrical operations available.

3 Automatic duplication of the best selected rendering end-point, so that maximum grade tallow, lard, fat, oil or grease is *always* produced.

4 Automatic duplication of the best selected rendering end-point, so that the average yield of tallow, lard, fat, oil or grease from the cookers, and from presses or expellers, is *increased*.

5 Automatic duplication of the best selected rendering end-point, so that the economy of operating chemical solvent extraction is *improved*.

6 Automatic duplication of the best selected rendering end-point, so that no time is ever lost through overcooking, and the average output of the available rendering equipment is thereby *increased*.

Get increased earnings from increased cooker efficiency—from rendering labor saved. Let us tell you the interesting details. Write today for full particulars.

35 YEARS OF SERVING THE MEAT PACKING INDUSTRY WITH EXPERTLY DESIGNED EQUIPMENT

The **GLOBE** Company

4000 SO. PRINCETON AVE.  
CHICAGO 9, ILLINOIS

Proceedings of the

Annual

**N I M P A**

Convention



A TOTAL of 1,466 members, associate members and guests of the National Independent Meat Packers Association assembled at the Palmer House in Chicago on May 23 for a three-day meeting to talk over mutual problems (see pages 54, 55, 56, 57, 59, 61, 66, 67, 68, 70, 101, 103, 109 and 110); hear experts speak on various phases of packinghouse operations; elect officers and make plans for the coming year, and visit with suppliers in their hospitality headquarters (see pages 117, 125, 127, 129, 131, 133, 135, 137, 149 and 151). Not only was REGISTRATION at this eighth annual meeting the highest on record but the EQUIPMENT EXHIBIT was the largest ever shown at any meat packer convention, both in number of firms exhibiting and in number of booths.

More emphasis was focused on ACTIVITIES FOR LADIES attending the

1949 convention. They were luncheon guests one day at the Saddle and Sirloin Club and another day attended a luncheon-fashion show at Carson Pirie Scott & Co. Radio programs, sightseeing and other special entertainment (see page 73) kept the ladies occupied during their stay in Chicago.

Wells E. Hunt, president of John J. Fein & Co., Philadelphia, was elected CHAIRMAN OF THE BOARD for 1949-1950. C. B. Heinemann, sr., was reelected PRESIDENT, SECRETARY AND ASSISTANT TREASURER. A complete list of officers and directors of NIMPA appears on page 113.

Two divisional meetings were held the morning preceding the opening of the convention and the first annual meeting of the Meat Industry Supply and Equipment Association was held (see page 74).

Following OFFICERS' REPORTS by the treasurer (see page 52), the general counsel (see page 52) and the seven divisional vice presidents (see page 63), members heard discussions of INCENTIVE PROGRAMS by Norman Brammall (see page 65); CHEMICAL EMULSIFIERS by J. R. Frorer (see page 84), Henry H. Favor (see page 85), E. W. Brockenbrough (see page 93), John Pratt (see page 96) and M. J. Thomas (see page 99); YIELDS AND CUT OUT TESTS by Arthur T. Edinger (see page 105); LARD MAKING TECHNIQUE by John E. Thompson (see page 115); PACKAGING PROBLEMS by Jim Baker (see page 120); INEDIBLE RENDERING by W. S. Martin (see page 143), and E. E. Larson (see page 145).

Certain policies to be followed by the group were debated and are outlined on pages 148-150.

# PROCEEDINGS OF 8TH NIMPA MEETING

**T**HE opening session of the eighth annual meeting of the National Independent Meat Packers Association, held at the Palmer House, Chicago, was called to order at 2 p.m. on May 22 by Henry Neuhoff, jr., chairman of the board.

**CHAIRMAN NEUHOFF:** It is a real and a genuine pleasure to welcome you. Your presence here indicates your interest in the organization and its work.

At the last board meeting it was decided, in the interest of the organization, that in order to create more efficiency and to render better service to our members, the president should be a full-time paid employee and that the position of chairman of the board should be filled each year, probably by election by the board. Consequently, Mr. Heinemann was unanimously elected to that position and I will now turn the meeting over to him.

**C. B. HEINEMANN:** The report of your president is going to be pleasantly



H. NEUHOFF



C. B. Heinemann, sr., president (left) and Wells Hunt, new chairman of the board of the National Independent Meat Packers Association.



brief. This has been a busy period for us. We have worked hard, I think, in the office and over on the Hill with the general counsel and with the aid of members from all parts of the country. I am not going to bore you with the details of that because Mr. La Roe will cover it in more or less detail.

The next order of business is the report of the treasurer, Mr. W. F. Dixon.

## Opening Reports

**Heinemann • Dixon • La Roe**  
Regional Vice Presidents

**W. F. DIXON:** I am glad to summarize the financial report of NIMPA for the fiscal year ended April 30, 1949. In doing so I will explain it.

All of our accounting is handled by an outside firm of certified public accountants with headquarters in Chicago, and with branches in various cities, including Washington and New York city. They also handle the accounting for many packing firms, including some of our own members.

In addition to handling our monthly accounting, they prepare our annual reports and our various tax forms. In other words, they have kept all accounts for NIMPA since its formation in 1942. The report from which I quote is their annual report for the fiscal year just ended. This detailed report will, of course, be made available to any regular member of NIMPA upon request.

Our cash in bank position as of April 30, 1949, showed an increase of \$18,971.01 over April 30, 1948, while our total assets increased \$19,771.21 over 1948.

In our dues collected May 1, 1948, to April 30, 1949, we showed an increase of \$8,133.75 over the year ended April 30, 1948, so we have improved our cash position and our total assets and reduced our total expenses for 1949 under 1948 a total of \$8,077.56. Decreases were shown in all items of expense except stationery and printing, postage and subscription. The only other increase was in audits due to their delay in billing us.

Mr. Heinemann tells me that 1949-50 dues have been coming in at a normal rate, and that currently we have 28 applications for membership compared with 18 resignations. He believes some of these resignations may be withdrawn.

**C. B. HEINEMANN:** The next order of business is the report of the general counsel, Mr. Wilbur La Roe, jr.

**WILBUR LA ROE:** Not many months ago we were thinking in terms of heavy increases in taxes, price control and rationing and a repeal of the Taft-Hartley Act. But there is in America a tendency for the pendulum to swing away from regimentation except in a state of national emergency, and that salutary tendency has been in evidence during recent months, and this in spite of the fact that the President has had at his very elbow economists of great ability

who believe in regimenting and who continued to argue for price control until the downward economic trend which they euphemistically called "disinflation" threatened to become a real depression. Then, and only then, did they stop talking about price control.

Fortunately there are those in Washington who appreciate the danger not only of regimentation but of too much government spending, and for this reason President Truman has not been able to saddle upon the nation the increased tax load which he fully intended to place upon it. The easing of the tension between our nation and Russia has convinced some of our leaders that our spending abroad does not need to be as great as they at first thought, although all of us would err, I think, on the side of having our expenditures sufficient to stop the spread of totalitarianism, that awful thing which first eliminates God, then tells people where to work and what to think, and which makes government the master instead of the servant of its people. I care not what your politics may be or your theory of government—there is one thing you may safely put down in black and white: No government can call itself Christian which is the master instead of the servant of its people.

We in America have been blessed with a government which has been the servant of the people. But we shall be dangerously lax if we are not keenly alive to certain tendencies that would make the people lean more and more on Washington. Let me remind you that our nation was founded by men and women who knew the meaning of freedom and who were willing to die for it. As they blazed a difficult trail through the wilderness they relied on their strong muscles and on faith in God and they received no bonus checks from Washington. Our nation will be strong and self-reliant in proportion as it is strong at the grass roots, as long as people are willing to work and to work hard, as long as they have the stamina to rely on themselves and on a great faith.

Our nation will be weak in proportion as our people are coddled by their government and in proportion as they are given the feeling that when they get into trouble or get a toothache all they have to do is run to Washington or to the federal dentist for free treatment, with somebody else paying the bill. Our ancestors fought their own battles and carved their own destinies and paid their own bills. Their courage and their self-reliance have been woven into the Stars and Stripes. It is no accident that America is the leader among the democracies of the world. It is the leader because of the courage and the faith and the stamina and the self-reliance of those who founded our nation. And it is my prayer that we shall not let the politicians spoil what brave men and women have built.

### The Economic Picture

Everyone knew that the spiral of inflation could not continue indefinitely and that there would be a "bust" if it did. But the recent downward trend in the economic curve has been sharper than anyone expected, with the result that it is now difficult in many lines of business, including the meat packing business, to make a normal profit. Downward trends in the economic curve are usually due to a lack of confidence, and the present situation is no exception. People are afraid of excessive tax burdens, businessmen hesitate to take risks, people lose incentive when they are given the feeling that they will be taken care of anyway. In addition, the condition of distress and fear across the sea has limited our exports and this condition has been accentuated by a deliberate policy of our government to forbid the use of American dollars by ECA nations for the purchase of consumer goods in America, plus an inexcusably narrow policy of export controls which went so far as to deny reasonable export allocations for fats and oils in the face of a huge domestic surplus.

### Fats and Oils Situation

We in the Washington office have worked harder on fats and oils during the past few months than on any other subject. People generally do not understand how important fats and oils are in the national picture and how many

## NIMPA ISSUE COVER



Proceedings of the  
**NIMPA**

"How a Meat Packing Plant Operates" is the title of the unusual cover used on this NIMPA convention issue. It was originally employed in a page advertisement in the *Saturday Evening Post* by the Armstrong Cork Co. to show the public how livestock is transformed into steaks and pork chops. Produced in full life-like color, this cutaway view of a typical meat packing plant was prepared by Armstrong with the aid of the American Meat Institute and is reproduced here through the firm's cooperation. Copy accompanying the original ad explained the flow of meat from the livestock pen to the meat store. Enlargements are being used in the meat industry in training personnel and as orientation material for plant visitors.

groups of people they can affect. In fact, I do not think that I exaggerate when I say that a severe depression in fats and oils could start a much wider depression. When it is considered that we produce 10,000,000,000 lbs. of fats and oils annually, and that the average normal value is around 15c a pound, it is apparent that we are dealing with a \$1,500,000,000 item. And it affects many groups of people including: growers and processors of cottonseed, growers and processors of soybean oil, growers and processors of peanut oil, growers and processors of corn oil, all who raise animals, all meat packers and processors, all renderers, and all consumers of meat.

There are not many commodities that affect so many groups of people as do fats and oils.

When confronted with the tragic demoralization of the fats and oils market we immediately got to work to see what might be done about it. We conferred with Western States Meat Pack-

ers Association, with the National Renderers Association, and with various farm groups. Our first step was to make an attack on the rigid policy of the government with respect to export controls, and our attempt to get the controls eliminated was successful. The record ought to show in a very definite way that we were denied relief by the Secretary of Agriculture and in particular by the fats and oils branch under George L. Pritchard and also by Secretary Sawyer, and we got relief only by making a fight before committees of Congress which saw the merit of our arguments. It was only when pressure was brought on Secretary Sawyer by the committee on agriculture of the House that we got the controls lifted on edible fats and oils. It was a hard fight but we won it.

### No Money to Purchase

Then we found that the winning of the fight did not give much relief because our government was forbidding the use of ECA dollars for the purchase of our fats and oils abroad. So we criticized this policy as injurious to American producers and as causing valuable markets to be lost to foreign competitors. Recently the government has relaxed its policy to the extent of letting Great Britain purchase over 60,000,000 lbs. of pork and in addition there will be some purchase of fatbacks. We had in the meantime urged the government to purchase lard, but the government apparently chose this alternative method of giving us relief.

Next, we went into the question of research to see if wider uses of animal fats and oils were possible. We conferred with Senator Gillette and persuaded him to list the fats and oils issue as the first item on the agenda of his new subcommittee which is studying agricultural surpluses. Our testimony before that committee has already produced one important result, namely, the committee has recommended to the Senate appropriations committee that a substantial appropriation be made to the Department of Agriculture for research in the field of fats and oils.

### What to Do On Emulsifiers

This brings me to the subject of emulsifiers which is one of the most dramatic developments on our economic front. I shall not spend much time on it because it will have an important part on the program of this convention. But the subject is one of fascinating interest. Oil and water will not mix but we saw a chemist stand before one of our groups and add three drops of a chemical to a test tube containing oil and water and they emulsified perfectly and permanently. And by the same sort of magic cake is being made without lard and claims are being made to the effect that these emulsifiers will replace five-sixths of ordinary shortening.

On the other hand, the Atlas Powder Company, which is one of the originators of the new chemical emulsifiers, says that they should be correctly used only as "additives," without replacing



any lard. But they do not seem to be able to control their sales agents who make extravagant and startling claims as to the quantity of shortening which these chemicals will replace.

A gigantic law case is now being tried before the Food and Drug Administration in which the Atlas Powder Co. is attempting to obtain government approval of the use of the emulsifier as a standard product in bread, but it is my impression that it will be a long time before this approval is forthcoming. Meanwhile Procter & Gamble have their mono- and di-glycerides, which are somewhat similar to the Atlas products, and which are being extensively used in food products. One large packer now has pending before the Meat Inspection Division a proposal to use chemical emulsifiers in lard.

I find that our membership is divided into two schools of thought on this sub-

#### EVERYBODY LIKES A PICTURE

1. Norman A. Wright, owner, Wright Packing Co., Boonville, Ind.
2. Left to right are: W. J. O'Bryant, superintendent; Charles Hayes, beef sales, and Paul Mynatt, killing and curing, all of M.F.A. Packing Co., Springfield, Mo.
3. George McGee, president, Geo. McGee & Sons, Philadelphia, and F. L. Dold, president, Fred Dold & Sons Packing Co., Wichita, Kans.
4. Frank Gobel, planning and methods, Wilson & Co., Chicago, and R. Lindenberg of the same department.
5. Erich Sieder, general manager, and Frank Sieder, owner, Sieder's Co., Traverse City, Mich., with A. F. Jaumann, Leland Chemical Co., Inc., Milwaukee, Wis.
6. J. E. O'Neill, president, Mission Provision Co., San Antonio, and W. F. Dixon, vice president of the Dixon Packing Co., Inc., Houston, and first vice president-elect of NIMPA.
7. C. A. Bowman, president, and H. L. Propst, vice president, Hickory Packing Co., Hickory, N. C.
8. E. P. Goehle, G. A. Meyer and E. C. Skottowe of H. H. Meyer Packing Co., Cincinnati, O.
9. William Dottley, production superintendent, C. A. Linaker Co., McGehee, Ark., and T. H. Isbell, general superintendent, Owen Bros. Packing Co., Meridian, Miss.
10. J. R. Frorer, general manager, industrial chemicals department, Atlas Powder Co., New York; Henry H. Favor, head of food department, R. T. Vanderbilt Co., New York, and L. G. Parkinson, district sales manager, Atlas Powder Co., Chicago. The first two were NIMPA convention speakers.
11. Frank Crabb, general superintendent, Tobin Packing Co., Fort Dodge; W. H. Coffin, superintendent, Rath Packing Co., Waterloo, and R. W. Rath, industrial engineer, Rath Packing Co.
12. Dale E. McCarty, president, Flechtner Bros. Packing Co., Inc., Fostoria, O., and V. H. Dodson, district manager, A. C. Legg Packing Co., Birmingham, Ala.

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## LOBBY IMPRESSIONS

1. Mrs. R. L. Garner, and R. L. Garner, assistant sales manager, East Tennessee Packing Co., Knoxville.
2. Left to right: Joseph Mogg, office manager, and J. C. Kirchner, president and general manager, both of Kay Brand Packing Co., Findlay, O., and F. D. Connolly, Canada Casing Co., Chicago.
3. H. L. Nichol, secretary-treasurer, Nichol Packing Co., Inc., Fond du Lac, Wis., and James C. Graham, Geo. H. Elliott & Co., Chicago.
4. Mrs. and Mr. Millard S. Oscherwitz. He is engineer for I. Oscherwitz & Sons, Cincinnati, O.
5. F. A. Bartylak, and J. B. Anthony, both of the planning and methods department, Wilson & Co., Chicago.
6. And in this adjacent picture, two smiling men from the same company and same department, Marvin Rothschild and Ralph W. McConnell.
7. The center of the page is occupied by J. E. Schlicht, secretary, Zehner Packing Co., Bellevue, Ohio, C. C. Zehner, president of the same company, and R. C. Theurer, president, Theurer Norton Provision Co., Cleveland, O.
8. Left to right: Wallace C. Seelinger, vice president, Peet Packing Co., Bay City, Mich., and E. G. Barratt, sales manager, G. M. Peet Packing Co., Chesaning, Mich.
9. F. A. Danielson, Danielson Food Products Co., Chicago, and A. E. Danielson, retired, Armour and Company, Tifton, Ga.
10. Carl Warkocz, president, Milner Provision Co., Frankfort, Ind.; John A. Griffith, owner, John A. Griffith, Detroit, Mich., and Milton Strauss, sales manager and treasurer of the Milner company.
11. R. F. Barta and James W. Edgar, planning and methods department, Wilson & Co., Chicago.
12. Two packers from New England: B. S. Stearn, treasurer, City Packing Co., Boston, and L. R. Fenton, president, Linwood Packing Co., Linwood, Mass.
13. Raymond Harris and Homer Glover, co-owners of Glover Packing Co., Roswell, New Mex. They are building a new plant which will be completed in the fall.

ject. One school claims that the new chemicals will be ruinous, displacing much lard, and the head of the fats and oils branch added strength to their claim when he told a group of soybean producers that these chemicals could replace 1,300,000 acres of soybeans. The other school contends that these chemicals may result in an expanded market for and use of animal fats and oils and that it is useless for us to fight against a new chemical which may serve the public interest. I have not joined either school but am watching developments as intelligently as I can, and I hope that some of the fog surrounding this subject may be dispelled at this meeting.

While we were in the midst of the export control fight we discovered that the domestic situation was being hurt by a flood of imports. It seemed unreasonable to us that there should be





an excess of imports over exports at a time when the domestic market in fats and oils was completely demoralized. We therefore worked out a plan under which an equalizing fee would be charged on imports, this fee to be refunded upon the export of a like amount of fats and oils. In other words, the importer would pay a fee and receive a warrant which he could sell to an exporter who would receive credit when he exported fats and oils. This would tend to balance the exports and imports and would thereby relieve the domestic market of the disadvantage caused by a surplus of between 300,000,000 and 400,000,000 lbs. of imports.

When we suggested this idea to Senator Gillette he not only saw the merit of it but he got Senator Wherry to go along with him in introducing the measure. Thus we had at the very outset a leading Democrat and a leading Republican sponsoring this measure. Since that time it has also been introduced in the House by Congressman Granger who is a member of the committee on agriculture.

Most of the legislative activity in Washington has hinged around the Taft-Hartley Act and the attempts that have been made to repeal it. When we advised our members in the Bulletin to

#### ALL AROUND THE COUNTRY

1. Left to right are: W. S. Johnson and Mrs. Johnson, W. S. Johnson Co., Owensboro, Ky.
2. Larry Brandt, canned meats, and K. C. Behm, casing and dry sausage department, Cudahy Bros. Co., Cudahy, Wis.
3. Charles Sparks, assistant sales manager, and Ted Broecker, president, Louisville Provision Co., Louisville, Ky.; August Kessler, Kroger Co., Cincinnati, O., and L. F. Broecker, secretary-treasurer, Klarer Provision Co., Louisville.
4. W. E. Fitzgibbon, director of meat merchandising, and August Kessler, merchandise manager of rail stocks, Kroger Co., Cincinnati.
5. F. E. Wernke, Louisville, Ky.; Harley D. Peet, president, G. M. Peet Packing Co., Chesaning, Mich., and L. D. Flavell, vice president and treasurer, Du Quoin Packing Co., Du Quoin, Ill.
6. Father and son: Morris Segel, president, Wisconsin Packing Co., Milwaukee, and Floyd Segel, president, Milwaukee Tallow & Grease Co., Milwaukee.
7. Clarence Klieman, president, and B. I. Vignaux, treasurer, Court Meat Co., Oakland, Cal.
8. Mr. and Mrs. Gunnar Andersen, export manager, Victory Packing Co., Los Angeles, and A. E. Van Petten, jr., sales manager, Hill Packing Co., Topeka, Kans.
9. Mr. and Mrs. George Schultze, Schultze's Market Homemade Sausage, Milwaukee.
10. William Russell, beef, and Joe Mill, buyer, both of Russell Packing Co., Chicago; C. K. Elliott, livestock order buyer, C. K. Elliott Co., Mt. Victory, O., and Thomas Dower, president, Russell Packing.

## CONVENTION CROSS SECTION

1. George W. Daniels, president, Dixie Packing Co., Gainesville, Fla.
2. Carl C. Oehl, Amana Society, Amana, Ia., and Harold W. Schuerer of the same organization.
3. Arthur Sears, president, Elkhart Packing Co., Elkhart, Ind.
4. Senior and Junior: C. B. Heinemann, president of NIMPA, with his son, C. B. Heinemann, Washington attorney.
5. W. G. Mueller, jr., president, American Packing Co., St. Louis, and A. F. Versen, executive secretary, St. Louis Local Meat Packers Association, St. Louis.
6. J. M. Dietz, American Stores, Philadelphia; Fred J. Clark, vice president, Tobin Packing Co., Fort Dodge, and Fred V. Foster of American Stores.
7. Emerson D. Moran, sausage consulting service, Fayetteville, N. Y., with William Greenhouse, vice president, Renee Packing Co., Syracuse, N. Y.
8. Lester J. Lyons, Sloman, Lyons Brokerage Co., New York, and H. Rumsey, jr., vice president and general manager, Tobin Packing Co., Rochester, N. Y.
9. B. B. Kline, president, Benjamin B. Kline Co., Cleveland, and Lester Levy, secretary-treasurer, Plymouth Rock Provision Co., Inc. New York.
10. H. K. Gillman, general mechanical supervisor, Tobin Packing Co., Fort Dodge, Ia., and Edward R. Swem, vice president and editor, *The National Provisioner*.
11. Cletus Elsen, accountant, E. Kahn's Sons Co., Cincinnati, and John Thompson, president, Reliable Packing Co., Chicago.
12. R. C. Theurer, president, Theurer Norton Provision Co., Cleveland, and W. L. Medford, president, Medford's, Inc., Chester, Pa.
13. Henry Meyer, sausage superintendent Bohmann Meat Products, Richland Center, Wis., and A. F. Pahlke, American Dry Milk Institute, Chicago.
14. Malcomb A. MacQueen, broker of Washington, D.C., and Earl H. Berk, *The National Provisioner*.

support the Wood bill instead of Lesinski's administration bill, we did not dream that the Administration would sustain such an overwhelming defeat as it did receive in the House on May 3 when the administration's labor bill was decisively defeated. What happened was that the House blocked the administration bill and sent the whole matter back to committee, forcing the administration to do the job all over again. Only by a vote of 212 to 209 did the administration prevent passage of the Wood bill. Now the administration has the job of building the whole thing anew and with knowledge that the House will swallow nothing like the Lesinski bill.

I presented a statement to the committee on education and labor of the House on behalf of NIMPA. I am aware of certain rather severe criticism that has been directed at me in an A.F. of L. magazine editorial. My attitude toward criticism is somewhat philosophical. If



criticism is valid, it ought to help you by inducing you to change your course. If the criticism is invalid, it is likely to hurt those who make it more than it hurts you and should suffice to point out the invalidity of the criticism.

### Views on Labor Relations

I started my testimony before the House committee by saying "My clients are not among those who oppose all liberal measures or among those who fight everything that benefits labor. We wish that all industries and all labor interests would realize that our nation cannot attain maximum strength as long as industry and labor regard each other as enemies instead of partners. It takes teamwork to build a democracy. . . . It is only by continuing heavy production that we shall have enough goods to provide the abundant life for everybody, and it is only by teamwork that this goal can be achieved." I also said, "Once we get into our heads the proposition that the humblest man in a factory is a sacred individual we have gone a long way toward solving what I consider to be the most important problem confronting America today, namely the relationship between capital and labor."

I then proceeded to argue that freedom is our most precious possession and that there must be a minimum of interference with liberty, whether the liberty of the industrialist or the liberty of the workingman. But I pointed out that in a democracy liberty cannot be unrestrained because otherwise I could drive my car at 80 miles an hour through city streets. It is necessary that limitations be placed on the freedom both of employers and of employees so as to avoid injury to the public. This means that violence must not be used and that there must be peaceful adjudication of differences.

I upheld the right to strike except in those cases where the whole public

### WHEN CONVENTIONEERS GET TOGETHER

1. Left, R. T. Lay, vice president, Lay Packing Co., Knoxville, Tenn., and O. J. McKirchy, jr., assistant treasurer, Tobin Packing Co., Inc., Estherville, Ia.
2. Pictured left to right are: George L. Mory, secretary-treasurer, and Carl Valentine, president, Valentine Co., Inc., Terre Haute, Ind.; Howard Bartlow, vice president, M. A. Delph Co., Indianapolis, Ind., and Robert E. Bartlow, president, Bartlow Bros., Rushville, Ill.
3. These two Wisconsin executives are L. E. Liebmann, president, Liebmann Packing Co., Green Bay, and A. A. Reimer, president, Reimer's Meat Products, Inc., Green Bay.
4. F. F. Brewer, president, Wallace Meat Co., Wallace, Ida., and Mrs. Brewer.
5. D. H. Burke, chief cost accountant, Albany Packing division, Tobin Packing Co., Inc., Albany, N. Y.; O. Deane Erwood, office manager, Tobin at Rochester, and T. F. Campbell, packinghouse consultant, Chicago.
6. M. C. Petrovich, secretary, Galat Packing Co., Akron, O.; Mrs. Petrovich, and W. H. Pratt, assistant secretary of the company.
7. J. D. Pepper, vice president, Pepper Packing Co., Denver, Colo., and Irvin Agron, president, Kansas City Dressed Beef Co., Kansas City, Kans.
8. Miss Lois Johnson, secretary to John E. Thompson, president, Reliable Packing Co., Chicago, is pictured with J. B. Naumer (left), secretary, and Roy L. Thompson, personnel manager, Du Quoin Packing Co., Du Quoin, Ill.
9. Three of the many industry wives attending the convention were Mrs. Fred

would be grievously injured. I said, "Unless wages are fixed by the government, which is inconceivable, labor and employers must be free to bargain with

each other and the right to bargain presupposes the right to disagree." I made a plea against too much government and too much regimentation, and I used this language "too much freedom is anarchy or chaos. Too much government is fascism or communism or some other type of totalitarianism."

In discussing the principles to govern legislation I said, "The first principle—one so important that it cannot be subordinated to anything else—is that labor must have an adequate and if possible an abundant standard of living." I said, "If the great mass of our workingmen today have their own little home and their own little car and ample food and clothing and reasonable opportunity to educate their children, which the masses of men do have, it is not because this standard of living was legislated for them, as in Russia. This high standard is the result of our passion for the dignity of man and the incentive that flows from freedom and inspires a man to do his best." I urged the committee to do nothing that would kill the spirit of free enterprise, of initiative, of doing better, of improving one's lot, of freedom to choose, of freedom to work or not to work, of freedom to bargain with others, of freedom to use the talents which God has given us



CROWD REGISTRATION DESK AT NIMPA CONVENTION

Part of the record throng of packers and suppliers who kept registration clerks busy issuing badges before convention opened officially on Monday.



to accomplish the highest we know.

I opposed the closed shop as a denial of freedom. When you analyze the closed shop you find that it is a system in which freedom is denied for the benefit, not of the whole, but of a particular group. The critical editorial to which I have referred said very unfairly that I opposed the union shop. I did no such thing. There is all the difference in the world between the union shop and the closed shop. Under the union shop the employer is free to hire men at the gate, which I know to be important in the meat packing industry. But under the closed shop the employer can hire only those men whom the union sends to him. That is not my idea of freedom.

### "Dangerous Weapon"

Dealing with the question of the injunction in labor disputes, I referred to it as a dangerous weapon to be sparingly used and to be used only where the community is hurt. I said "It is not the right to strike that may be enjoined but the right to strike in a manner that works injury to the public." And I said, "There must be no surrender of the position that the rights of the public are not to be subordinated to the right of the contestants in such a dispute." I said that jurisdictional strikes must be made unlawful, as well as secondary boycotts. I urged that the federal government should not wipe out state laws where they attempt to prohibit the closed shop for two reasons; first, because the closed shop is, *per se*, a denial of freedom and second, because it was never intended that the sovereign rights of the states should be infringed.

I closed my remarks by saying that the best way to insure a high wage is to give encouragement to huge production and to the most effective operation of the free enterprise system. "What that system can do when it is encouraged to function at its best has been demonstrated in recent years. . . . This experience has demonstrated, in my opinion, that government can cooperate with business and that business can cooperate with government and that huge production and the abundant life for the masses of workers can be attained through teamwork and without legislating wages. Teamwork is the real answer to most of these problems and it can produce the abundant life without an excessive amount of legislation."

I was deeply impressed by one incident in connection with labor relations that took place recently. A group of labor representatives in New York wanted to talk with a representative of the Eastern Meat Packers Association. Mr. Heinemann was selected to do the job. The result was hardly less than phenomenal. Mr. Heinemann explained to them fully, and in a pleasant way, some of the serious problems confronting meat packers, including declining prices, the tragic fats and oils situation, export controls, etc. The representatives of labor were deeply impressed—so much so that one of them to my personal knowledge went back to the president



ALL TOBIN BUT ONE—AND HE'S NO STRANGER

Executives of the Tobin Packing Co. from various plants who were present at the convention included (left to right): F. J. Clark, George L. Cross, H. K. Gillman, F. M. Tobin, president; S. B. Kitch, A. O. Lundell of the Allbright-Nell Co.; D. H. Burke, T. G. Leiss and H. Rumsey, jr. Lundell, in cooperation with Tobin, developed the Allbright-Nell depilation process.

of one of the companies and asked him what labor could do toward helping him solve his problems.

I verily believe that our relations with labor would be improved if we could in some way multiply the Heinemann performance and give the leaders of labor a better understanding of some of the difficulties confronting our industry.

I should like to quote a very effective statement that Mr. Heinemann made recently before the House agriculture committee:

"We hear complaints about some high prices to consumers, but these planners never admit the truth that one prime cause for the prices, which are not high, is their miserable handling of two of our major products—animal fats and hides. A kindergarten student should know an industry cannot take care of a price shrinkage of 60.5 per cent in its inedible products and 81 per cent in edible animal fats out of a profit of a fraction of a cent per pound. This mis-handling adds several cents to every pound of meat consumed, yet the planners would have the taxpayers pay for their own faulty judgment."

"Having experienced the disastrous results from subsidies or livestock slaughter payments, we certainly plead with utmost sincerity that nothing even remotely resembling them be undertaken again." (This, of course, relates to the Brannan program.) "There still remain due to our members and other packers millions of dollars under the so-called 'price roll back' plan. Scores of firms had to discontinue operations, and in some cases these withholdings of

amounts due were because of conditions wholly beyond the control of those entitled to the money.

"We urge you to keep this industry from the army of parasites necessary to supervise this program. Let the American farmer alone, and he will adjust operations by sound production methods and marketing practices and perpetuate the American way for future generations of his family."

### The Brannan Program

When Fred Othman, newspaper columnist, said in a recent article that western cattlemen were riding angrily into Washington and prancing their broncos up and down the marble halls of the Capitol and the Department of Agriculture, and sharpening their spurs preparatory to digging them into the anatomy of the Secretary of Agriculture, he expressed a thought that was not too far from the truth. Western cattlemen are not the only people who have enough American blood left in their veins to resent what is virtually a guaranteed income for farmers.

What the Brannan program does, in effect, is to take an average farm income for ten years (which ten years were about the best in history) and guarantee to the farmers an income practically on that level, provided the beneficiaries of this protection will agree to another evil, namely, government rules and regulations prescribing how they shall run their farms.

In other words, a paternalistic government says to the farmer, "We will guarantee you a big, liberal income if you will let us tell you how to run your

## MEAT INDUSTRY FIGURES AND FRIENDS

1. Left to right: Mrs. and L. L. Wenger, vice president, Kearns Packing Co., Mansfield, O.
2. Frank A. Hunter, jr., president, Hunter Packing Co., East St. Louis, and George G. Abraham, president, Abraham Bros. Packing Co., Memphis.
3. Donald J. Fisher, R. W. Earley, Inc., broker, New York.
4. R. S. Fawcett of Frederick B. Cooper, Inc., broker, New York, and Charles C. Isecovitz, broker, New York.
5. Rudolph Dein, sausage superintendent, and Herbert Schmeisser, general superintendent, Marhoefer division of Kuhner Packing Co., Chicago.
6. Joseph Sokolik, secretary, Royal Packing Co., St. Louis, Mo., and Harold Melcher, president, Royal Meat Products Co., Kansas City, Mo.
7. A. H. Anderson of Reliable Packing Co., Chicago.
8. Mrs. John Thompson, wife of John E. Thompson, president, Reliable Packing Co., Chicago, and Mrs. Earl Thompson.
9. Harry M. Jones, superintendent, and sister Louise Jones, both of Southern Foods, Inc., Columbus, Ga.
10. Leon Weil, president, Weil Packing Co., Evansville, Ind.; Sid Kolker, Witt Co., Washington, D. C., and Jack Gutfreund, Pyramid Packing Co., New York.
11. Gordon Austin, Whitting & Austin, Chicago brokers; Samuel M. Rosenthal, president, Samuels & Co., Inc., Dallas, Tex., and Edmund P. Burke, sales manager, Agar Packing & Provision Corp., Chicago.
12. Robert W. Sanders, sales manager, The E. Kahn's Sons Co., Cincinnati.
13. Edward F. Jackson, president, Girard Packing Co., Philadelphia.
14. Robert G. Netzer, vice president, Waterloo Sausage Co., Waterloo, Wis., Frank Netzer, and F. G. Minnameier, president of the same firm.

farm." This would have the practical effect of placing nearly every farm under the direction of Washington, and I cannot think of anything in the category of regimentation that is more subject to criticism. It is manifestly unfair to guarantee income for one group of our citizens and not for others, and the fact that farmers constitute in sense the backbone of our national economy makes the subject all the more dangerous.

I do not believe that it will meet with the approval of the present Congress, but I fear that there is some danger, in view of the situation confronting us now in the meat industry and also in the dairy industry, that some experimentation along the Brannan line may be employed on hogs and milk. I do not regard it as a noble experiment, and I believe that any step in this direction should be resisted.

We won a real victory in Congress when we got the cost of federal inspection transferred from the meat packing industry to the government, where it



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had long rested. This was an important victory because the cost of federal inspection is more than \$10,000,000 per year. In spite of that victory I have had constant complaints about the cost of overtime inspection, which is still borne by the meat packers and which amounts to about \$2,000,000 per year. This figure would be increased if the House appropriations committee obtains approval for a proposal to knock another \$500,000 off the appropriation for inspection. This would make it necessary for the Department of Agriculture to discharge a number of inspectors, and it would have the effect, in my opinion, of raising the amount of overtime burden borne by the meat packing industry from \$2,000,000 to \$2,500,000. I cannot urge too strongly that you wire your Senators and Congressmen against this cut in appropriation for inspectors.

The House appropriations committee recently developed a very brilliant idea. The committee said: "If the meat packers can afford to pay \$2,000,000 in overtime, why can't we withdraw a good many of the inspectors and greatly increase the amount of overtime and thus, instead of the government paying \$10,000,000 for the cost of inspection, it will pay only about \$6,000,000 and make the meat packers pay the other \$4,000,000. If they can pay \$2,000,000 they can pay \$6,000,000." Thus, after winning the battle, we are again in danger of largely losing it.

The House appropriations committee is responsible for this. The Department of Agriculture says that it would result



THE SOUTHEAST WAS WELL REPRESENTED

Up from the South for NIMPA convention were W. Everett Houser, superintendent, J. A. Baker Packing Co., Asheville, N. C.; Jim McDonald, owner, Asheville Meat Service, Asheville, N. C.; Clarence O. Hinsdale, general manager, Balentine Packing Co., Inc., Greenville, S. C.; A. C. Bruner, assistant secretary and treasurer, East Tennessee Packing Co., Knoxville, Tenn.; Beattie B. Balentine, president and treasurer, Balentine Packing, and Albert Baker, president, J. A. Baker Packing.

in the discharge of a large number of inspectors. It would have the effect, in my opinion, of raising the amount of overtime burden borne by the industry from \$2,000,000 to nearly \$3,000,000. I cannot urge too strongly that you wire your Senators and Congressmen against

this cut in appropriation for inspectors.

On that subject I feel like making a plea to you to cooperate better. We have two or three members in NIMPA who will religiously wire their Senators and Congressmen when we ask them to do so, but I am telling you the truth when I say that 98½ per cent of the NIMPA members will not respond to our earnest requests to wire their Congressional representatives. I do hope you will help us more. We cannot win on legislative matters unless you help.

In conclusion let me say that the trend toward regimentation and toward big government continues in Washington. In one of my interstate commerce cases I put on the witness stand a nationally known economist who testified that during the month of January private industry lost 360,000 employees and the government gained 249,000. I asked him to give his opinion as an expert as to the significance of this trend, and he replied:

"I draw the conclusion that while the workers in manufacturing are falling off, the workers in government are very substantially increasing. This means to me that we are reducing the kind of production on which our people must depend for their real income, and upon which the railroads must depend for their traffic, and that we are increasing the government type of employment which is not really productive in terms of goods but calls for more taxes."

Now, men, if that dangerous swing from factory employment and plant employment to government employment continues I do not need to tell you what the ultimate outcome will be.

I am obliged to make a good many church speeches and I preach a gospel all across the nation which I think I



USDA EXHIBIT FEATURES MEAT-TYPE HOG

The first thing that attracted the conventioneer's eye as he entered the Palmer House exhibition hall was the primal cut breakdown of typical lard and meat type hogs displayed by USDA in refrigerated cases. The liveweight percentage breakdown of the meat-type hog, which weighed 217 lbs., follows: ham, 15.4 per cent; loin, 13.1; bacon 12.2; picnic shoulder, 7.4, and shoulder butt, 4.9 or a total of 53.0 per cent. The lard type hog, weighing 217 lbs., had a percentage breakdown of ham, 13.6; loin, 10.4; bacon, 11.5; picnic shoulder, 6.0, and shoulder butt 3.9, or a total of 45.4 per cent.

can preach to meat packers as well as to church people. That gospel is this:

God intended us to be free, independent, strong and virile individuals. This tendency toward too big government and toward regimentation necessarily means a weak fiber at the grass roots. I want to tell you that there is nothing more important today than to get strength at the grass roots. You cannot have too big government if you have enough fiber at the grass roots.

I remind my church audiences that the people who came over here to found America brought their Bibles with them and they never built a little community without building a church. When they loaded a plow into a prairie wagon they loaded a Bible too, and when they blazed a dangerous trail through the wilderness they got no bonus checks from Washington. Many of them died in the process because of their love for liberty. I don't mean to be sentimental when I tell you that we are losing something very precious in American life today. It is no accident that America is the leading democracy of the world. It is because strong men and women were willing to pay the price and laid the foundations of this nation, and I want to say to you that NIMPA can render a tremendous service as a nation-wide organization by fostering and supporting that spirit, by fighting big government which weakens people at the grass roots; by opposing this ever-increasing tendency to get something for nothing from Washington; by resisting this dangerous tendency to transfer workers from factory rolls to the rolls of the federal government.

#### NOVEL SKINNING KNIFE INTRIGUES PACKERS

This interested group of packers listen attentively as Geo. H. Elliott of Geo. H. Elliott & Co. explains operation and advantages of using German beef skinning knife, recently introduced into this country. At right is closeup of Elliott with working portion of knife (driven by flexible shaft) in his hand.

It is my hope that America may continue to be the leader among the democracies of the world, but believe me, men, it can be done only if men like you, business men of America, do your utmost to preserve our heritage.

C. B. HEINEMANN: A dramatic development which may revolutionize the taking off of hides is the so-called German skinning or flaying knife. This knife is probably as much of an advance over the old skinning knife as the electric razor is over the old-fashioned type. This new German knife has been seen by some of our members who see great possibilities in it.

I visited the German Army Show in New York where these knives were on display and I made every effort to get those people to come out here and demonstrate the knife.

You do not cut with this knife any more than you cut with an electric razor. In the case of the electric razor it is the electric current that does the work. All you do is guide the razor. You do not cut with these sharp teeth because the electric motor makes these teeth oscillate back and forth. The electricity does the cutting and the operator only guides the knife with a sort of swinging pendulum motion.

Mr. George Elliott succeeded where I failed and got one of these knives and brought it to the convention. He has consented at our request to remain after we adjourn and explain to any of the hide people here just how it works. Mr. Elliott is not interested in manufacturing this knife. He is a hide man. He buys and sells hides and his interest is in trying to get you to turn out a better product for which he can pay you more money.

Now we are to have a series of five-minute talks by our divisional vice presidents about conditions in their divisions. By "conditions" I mean production and the business of the packing industry in the area and just how the trend looks to them.

The first speaker will be the central division's retiring vice president, who is Mr. Ray Peters.

#### Reports by NIMPA Vice Presidents

RAY PETERS: It won't take me five minutes to say what I have to say. As to the conditions in Detroit and in the central area, things are getting competitive—have gotten competitive. That is nothing new to most of you. Business this first quarter has been a bit rough. It has been a little harder to make money. We are all interested in ways to improve our products and in ways to cut down our costs. We are very much interested in incentives, and in the sausage end of it we are becoming more interested in packaging.

About the only thing that disturbs me at all is the tendency among the sausage manufacturers to cut down a bit on their quality. The only thing I have to offer is that nobody can hurt the sausage business as much as we can hurt it ourselves.

WILBUR LA ROE: Do you mind if I ask you one question? I heard a discussion the other day about this packaging business and I got the impression from you just now that you are turning more and more to packaging. This group whom I heard talking informally the other day said that the surest way for meat packers to lose their shirts is to go into packaging.

RAY PETERS: I haven't seen any packaging that I have been sold on 100 per cent but the bigger trade, the super markets, are demanding it. It is chiefly of the sausage line that I am thinking. I know that in our section of the country if we are going to do business with the supers we will have to package.

C. B. HEINEMANN: My observation is that one freezer store there in Washington, which I don't think I would call the highest quality store, follows the practice of buying very low grade sausage from one of the large packers and then slicing and packaging it and the identity of it is lost. The average housewife coming in there may know by repu-



tation Ray's firm's sausage, for instance, and may ask for it and a more or less unscrupulous clerk will assure her that it is his sausage. It has no identifying marks at all. It does not even bear the inspection legend because it has crossed a state line for the last time. I think it is not going to help the packers to get in that kind of a situation, especially packers who try to build quality into their products, and have the identity lost and some spurious substitute put in the place of it.

**RAY PETERS:** Most of the packaging is being done at the present time by the super markets themselves and probably the only answer to Mr. Heinemann's problem would be for us to do the packaging ourselves; we can label it ourselves.

**H. L. NICHOL:** Do the chain stores have a tendency to do their own packaging or do you have to package for them?

**RAY PETERS:** In Detroit the chain stores are doing their own packaging to some extent. Some of the packers are doing it but probably 75 per cent of the meat is packaged by the chains themselves at the present time.

**H. L. NICHOL:** The tendency in Wisconsin is for chains to buy their sausage and package it themselves.

**CARL PIEPER:** I had the pleasure not long ago of seeing some of the packaging done in Detroit and, in my opinion, the packer who slices and packages for the wholesaler is making a big mistake. I saw the merchandise not only on the packinghouse level, but I also saw it on the super market level and I am not surprised packers do not put their name on it. It does not hold up.

**C. B. HEINEMANN:** The next speaker will be Mr. Robert A. Hofmann, vice president of the eastern division.

**ROBERT A. HOFMANN:** I think Mr. La Roe covered the subject adequately at our division meeting on April 8 and he seemed to describe in his report practically all of the packers' ills.

There isn't much we can do except to absorb the fine program that has been laid out for us and go home and operate with greater efficiency and more profitable yields.

**C. B. HEINEMANN:** The next vice president is Fred J. Clark of the midwestern division.

**FRED J. CLARK:** Our division differs in a great many ways from other divisions because we are in the greatest livestock producing section of the nation. We have had our meetings generally in Kansas City because it is about the central point. We do a great deal of work with swine producer associations, state colleges and with 4-H boys and girls.

We have had, I think, a pretty good development for NIMPA out there but we do not have enough members. I think NIMPA is needed today by small packers more than ever before.

**C. B. HEINEMANN:** The next speaker will be Mr. Wooten, southern division.

**I. L. WOOTEN:** I don't think there is a lot of difference between the troubles of the meat packers of the deep South and other parts of the country except maybe the one thing that cotton is the principal product grown besides animals. In our country we have a terrific difference in the amount of business done at various times of the year. From the cotton picking season on we have a terrific amount of business if we can get it. The other part of the year we don't have. That makes a labor difficulty that does not exist in some other places, but those of us who are in that district have to work out our own solutions of that problem.

I should like to bring up one thing with regard to packaging that was mentioned a while ago. We have a new, completely self-service store in our community that sells everything. There isn't a butcher and there isn't a clerk in the store. They won't buy any piece of meat that can be sold in a package that does not have the manufacturer's name on it. They repackage it in cellophane paper ordinarily, but they won't buy a piece of meat that does not have the manufacturer's name on it. I think maybe that is something a little different from what they have been doing in other places. They have two stores in the South, one in New Orleans and one in Meridian, Miss. They have been very successful so far.

**C. B. HEINEMANN:** The next speaker has just returned from a trip to Germany, Chris Finkbeiner of the southwestern division.

**C. E. FINKBEINER:** The prospects of heavier cattle receipts in the near future look much brighter in our area because about this time the sun starts killing the grass and we have a little better receipts. However, feed cattle are becoming harder and harder to get. Hogs are pretty scarce but we have a nice hog program going on and it is showing better results each month. In the near future I think we will be in much better shape.

The merchandising of packinghouse products is back on a selling basis and quality seems to be a basic factor. As long as this is properly supported by the packers, the potentialities for profitable business will be more favorable.

Packaging of meats for self-service is becoming more popular in our area because the matching of the family's needs and budget can be accomplished with greater satisfaction without public discussion over a counter.

Down in Little Rock business is always good but occasionally it slacks off a little and we decide we had better figure out some way to save money. For instance, our gasoline bill was running high and we could not decide whether we were delivering too little meat on too many runs or just what it was. So we made a survey and found that we could profitably install butane units in our trucks and operate on butane. We put butane in three trucks. To begin with, we buy butane 6¢ a gallon cheaper. We

used to change our oil at 1,000 miles. We now change it at 8,000 miles. Every time we change oil in one of our trucks it costs \$12, so we save a little money there.

On a 350 mile trip we save five gallons of gasoline. It costs \$416 to rig up a two and one-half ton International KT with a 12-ft. body. Another thing that might be interesting is that the insurance is the same for it. The only thing I can find wrong with it is that it takes twice as long to fill a tank with butane as it does with regular gasoline.

**H. L. NICHOL:** Will the butane start in a cold climate just as well as in a warm climate?

**CHRIS FINKBEINER:** I don't want to get into anything that is deep because if I do I will get lost but I do want to tell you that a mixture of butane and propane is what you want in the winter time. Propane will not freeze. Butane will.

**C. B. HEINEMANN:** Ray McCarthy asked me to read this report for the western division.

The states that I am supposed to represent are large and different conditions prevail in almost each state. For instance, because of different conditions, 25 years ago we had to feed cattle ourselves or have someone do it for us in order to get fat cattle. That is not true now. There are many independent feeders and still many packers who feed lots of cattle.

Our costs to feed cattle in southern California are a little less this year than last, but they are still plenty high. The cattle kill is lower in the southern part of the state, due, perhaps, to the high prices asked by the retailers. Hogs seem to be the only thing not slowing down.

Many thousands of acres in the San Joaquin Valley are going into permanent pasture. If this type of grass and feeding does what it is expected to do, we will have cheaper feeding. Most ranchers are watching this with interest.

Unemployment in the state almost reaches the half-million mark. This doesn't look too good. Parts of the state were hit with a hard freeze last winter that did some damage to the citrus. But all in all we should make it okay. Shortages of cattle in the Pacific coast area are expected to continue. Heavy shipments of live cattle from other states have poured in, some of them shipped long distances. There was also an increase in dressed meats from the Middle Western states.

**C. B. HEINEMANN:** The last speaker is going to talk to us about incentives. He has brought to our industry an understanding of some of the things that we have taken for granted heretofore and he has brought into a number of plants certain plans which have had the approval of the workers as well as the management and the end results have been truly amazing. It is with great pleasure that I introduce Mr. Norman Brammall.

# INCENTIVES ANSWER HIGH LABOR, LOW OUTPUT

**N**ORMAN BRAMMALL: Mr. Heinemann had me a little worried there for a minute. I was afraid he was going to say that I am a specialist

or that I am an industrial engineer. I am glad he didn't. We define a specialist as a fellow who knows more and more about less and less until he very shortly knows everything about nothing. We define an industrial engineer as a fellow who knows less and less about more and more and pretty soon he knows nothing about everything. I hope I don't fall into that category.

**N. BRAMMALL**

Labor as a cost factor is very important to the meat packer today. Currently it is one of the most out of line costs with which we are faced. Our labor productivity has declined during the last few years while our pay scales have risen tremendously. Should the big packers in August grant another wage increase, there is very little question that many of us will have to go along with them. If this is true the ratio of productivity to wages will be even further out of line.

Our only salvation today lies in the installation of a wage incentive plan which will give the worker a direct monetary return in exact proportion to the amount of additional production that he can get out above a standard which we arrive at by scientific means.

During the past 20 years all industry has shown a decided evolution towards centralization of controls in all phases of production and costs. Unfortunately, although we have started much work along these lines in the packing field, we have lagged far behind the other industries in this. Basically an incentive method of pay does two things for the packer. It brings his production up to an established standard, thus cutting his cost for that portion which he is operating below standard, and, second, it gives him an opportunity to raise the wage rate of his employees while still effecting a considerable saving. It also affords an accurate measure of production for a given

operation, and it helps to set up the operation in the most efficient manner possible under existing circumstances.

I realize that you do not want to sit here this afternoon and listen to any one individual expound at great length on mere theoretical propositions, but there has been so little work done in the industry on incentives, particularly by the independent packers, I feel a background is necessary before we discuss the results that have been obtained. I know also that you are going to doubt many of the figures that I am going to give you, but I want to tell you that these figures are substantiated and they can be proved. They are not figures that have been pulled out of the air. They are actual figures that we have obtained from five or six packers who have gone into this plan in the last two years.

There are many kinds of incentive plans. They have been called by many names. The piece work plan, the Be-

**Speaker**

**Norman Brammall, H. F. Busch Co.**

deaux plan, the profit sharing plan, the pay roll formula plan, the Merrick system, the standard hour plan, and many others. During the late twenties and the early thirties, after the bubble of prosperity had burst, the whole idea of incentives came into its own. Efficiency experts sprang up over night and proceeded to establish the incentive idea in every type of industry in the country. Unfortunately, in many instances these so-called experts were greedy. They antagonized management as well as labor, and although they did considerable good they also did considerable harm. Much water has passed over the dam since that time. Today a good industrial engineer realizes that the installation of incentives is a give and take proposition. He establishes a time study based upon facts and he tries to be fair in the establishment of standards.

An analysis that I recently made in the packing industry showed that less



**FROM UP AND DOWN THE EAST COAST**

Included in this group from the east are: Frank Spevak, president, and Jack Spevak, both of J. Spevak & Co., Inc., Baltimore, Md.; Louis L. Sand, L. Sand & Co., Baltimore; Harry Batt, partner, Philadelphia Boneless Beef Co., Philadelphia, Pa., and Sidney Hark, Hark Beef Co., Boston, Mass. *The National Provisioner* directory of convention hospitality suites is in background.



than 5 per cent of the packers had incentive plans in effect in their plants. Just for the record I should like those of you who do have an incentive plan to raise your hands. I think that bears out my contention very well. In the machine tool industry the proportion runs as high as 70 per cent. Our theory for years has been that incentives will not work in the packing industry. This is a fallacy. I have figures on the installation of this plan in almost every department in the packing industry, and

### THREESOMES AND TWO TWOS

1. NIMPA staff member chats with packer friends. Left to right are Paul L. Rey, sausage department manager, and H. E. Nava, general manager, both of Montes Packing Co., El Paso, Tex., and Harry W. Twedell, NIMPA contact representative.

2. Norman Kahn, Spicene Co. of America, North Bergen, N. J.; Albert Kurginski, sausage superintendent, J. F. Schneider & Son, Inc., Middlesboro, Ky., and Mrs. Kurginski.

3. I. H. Hoffman, president, Hoffman Bros. Packing Co., Inc., Los Angeles, Cal.; W. C. Faulkner, partner, Columbus Packing Co., Columbus, Miss., and R. A. McCarthy, president, Alpha Beta Food Markets, Los Angeles.

4. Sales boosters of Morrell Pride are B. J. Libert, sales manager, Topeka, Kan.; A. B. Collier, general sales manager, Ottumwa, and H. T. Quinn, sales manager, Sioux Falls, S. D., all of John Morrell & Co.

5. Wilbur LaRoe, general counsel, NIMPA, tells a winning point to (left) John E. Thompson, president, Reliable Packing Co., Chicago, and (right) Arthur L. Winn, NIMPA counsel.

6. Old friends relax momentarily: Mrs. Walter Hammann, Cincinnati Butchers' Supply Co., and Mr. and Mrs. F. E. Wernke, Louisville, Ky.

7. Richard E. Hofmann, assistant sales manager, Robert A. Hofmann, sales manager, both of North Side Packing Co., Pittsburgh, Pa., and M. J. Sambol, president, Sambol Packing Co., Kansas City, Kan.

8. New York's east side representatives included Harry Abramowitz, accountant; Louis Zeleznik, and Benjamin Zeleznik, both partners and all of Bronx Meat Co., New York, N. Y.

9. Hog procurement experts in attendance were J. T. Brown, Kennett-Murray & Brown, Sioux City, Ia.; Harry L. Sparks, H. L. Sparks & Co., National Stock Yards, Ill., and M. R. Bell, W. W. Garry Co., Sioux City, Ia.

10. Daniel E. Mahoney, office manager, and Jerry McKenzie, general manager, both of John McKenzie Packing Co., Inc., Burlington, Vt.

11. Herman Goldberg, Oppenheimer Casting Co., Chicago, and H. W. Jameson, president, David Davies, Inc., Columbus.

12. Wisconsin representatives included Henry L. Meyer, John L. Schmitz and Henry L. Meyer, jr., all of Bohmann's Meat Products, Inc., Richland Center, Wis.

## CANDID CAMERA GROUPS

1. A. Noren (left), plant engineer, and Robert M. Meyer, both of the Illinois Packing Co., Chicago.
2. Marvin J. Blackport, president, Blackport Commission Co., Grand Rapids, and Paul H. Murray, owner, Murray Packing Co., Plainwell, Mich.
3. Four members of The Proctor & Gamble Co., Cincinnati, O., attending the convention were: Ed. Heinz, J. A. Schottelkotte, George Beck and D. S. Austin.
4. John Pedzir, president, Flavorite Products Co., Kenosha, Wis., and Arthur A. Schaller, assistant sales manager, Arnold Bros., Inc., Chicago.
5. Albert F. Goetze, president, Albert F. Goetze, Inc., Baltimore, and Earl H. Berky of *The National Provisioner*.
6. C. A. Hammerberg, quality control division, Armour and Company, Chicago.
7. Rosevale Packing Co., DeWitt, Mich., was represented by J. M. Crandall, credit department; O. M. Wise, foreman; L. E. Spayne, general manager, and J. M. Wise, superintendent.
8. Three more Proctor & Gamble representatives were E. E. Larson, in charge of the renderers service department; B. H. Rowe, and W. S. Martin, associate director, chemical division.
9. Roger Wood, owner, Roger Wood Packing Co., Savannah, Ga., and Isaac Meddin, president, Butler Provision Co., Savannah.
10. The two Hoosiers pictured are Leon Fisher, president, Fisher Packing Co., Portland, Ind., and Paul Grater, president, Grater Packing Co., Connersville, Ind.
11. Ross M. Swickard, dry sausage and casings department, and G. A. MacGillivray, manager of gelatine sales, both of Geo. A. Hormel & Co., Austin, Minn.
12. The two couples pictured are Robert T. Lohmann, sales manager, Farley's Quality Sausages, LaCrosse, Wis., and Mrs. Lohmann, and Mrs. William Farley and William Farley, general manager of the same company.

in every instance where it has been intelligently administered it has worked and worked well. The plan found most adaptable and most accepted in the industry today is the standard hour plan. To explain this I should like to compare it with some of the other plans in effect.

### Piece Work Plan

When time study and incentives were first instituted the piece work plan was the first one accepted. Piece work, as the name implies, pays the worker a certain amount for each item produced. Thus if a worker could produce 100 lbs. of material per hour at 1¢ per pound he would earn \$1.00 per hour.

With the coming of wage and hour laws and labor unions, base rates were set for each operation. Opposition was raised to the piece work plan because it failed to guarantee the base rate. Therein lies the fundamental difference between wage incentives and piece work. Wage incentives guarantee the base rate and pay a bonus for all work done





above the standard set at the base rate. Piece work, on the other hand, pays only by the piece for number produced.

Take the instance of the profit sharing plan. This is sometimes utilized as an indirect bonus paid on the basis of the increased profit realized by a company as a result of increased production. This has been successful in many industries, but it is difficult to administer, particularly in the packing field. Many times market conditions make it impossible for us to earn a profit regardless of labor cost. In order for a plan of this type to be successful the worker must be paid if he puts forth added effort. Many times, however, even though the worker has worked harder it has not shown up in more profits and, therefore, he is not remunerated. The worker has no real knowledge of your costs or your profit and loss statement. It is too difficult for him to understand

#### SOME PACKERS, ARCHITECTS, BROKERS AND OTHERS

1. A. J. Egan of the architectural firm, Smith, Brubaker & Egan, Chicago.
2. Frank Heinemann of the National Association of Meat Processors and Wholesalers with Warner L. Brittain, vice president, Frederick County Products, Inc., Frederick, Md.
3. Three representatives of J. C. Wood & Co., Chicago broker (left to right): W. F. Richmond, partner; Robert W. Burrows, and his father, Robert Burrows, also a partner of the firm.
4. Left to right are Col. R. A. Isker of Pilgrim Advertising, Inc., Chicago, and Jack Adajian of the same company. Isker is secretary of the Associates of the Food and Container Institute.
5. R. J. McLaren, architect and engineer of Chicago (left), and Leo R. McQueen, sales manager of The Globe Co., Chicago.
6. Henry E. Bender, broker, of Henry E. Bender & Co., Chicago.
7. Some staff members of Miller & Hart, Inc., Chicago, attending the convention were (left to right): Rufus White, P. C. Jensen, Fred Hildebrandt, Ed Reilly and Art Wallock.
8. Jim Murphy of J. T. Murphy Co., Chicago broker; Dick Loewenstein, secretary, Superior Packing Co., Chicago, and Joe Murphy, also of J. T. Murphy Co.
9. Walter Seiler, president, Karl Seiler & Sons, Inc., Philadelphia, Pa., and E. Oppenheimer of the Double "O" Sausage Corp., Chicago.
10. Howard R. Medici, jr., J. R. Pershall Advertising Co., Chicago; H. T. Crosby, Mickelberry's Food Products Co., Chicago, and H. E. Staffel, president, Perk Dog Food Co., Chicago.
11. R. M. Owthwaite, vice president, John Morrell & Co., and general manager of the Topeka, Kans. plant.
12. H. P. Henschien, Henschien, Everds & Crombie, Chicago architects; R. W. Ransom, superintendent of technical operations, John Morrell & Co., Ottumwa, Ia., and W. H. Everds, of Henschien, Everds & Crombie.

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in many instances, and further he has to wait too long for the results to show up in his pay check. That will not work under the employment conditions in the meat packing industry.

Another plan that has been tried is the payroll formula plan. Under this system the payroll to sales ratio is computed from past records. In the meat packing industry the payroll usually approximates 7½ per cent of sales. This plan is based upon the assumption that all other factors determining net profit upon a given gross will remain fairly constant so that any payroll may be safely distributed. This in itself is a fallacy. It is not true, but to add to the downfall of this plan the worker is again too far from his own efforts. He cannot see his results easily. For this reason, although it does help, it does not answer the problem.

The standard hour plan is a very simple and effective means of installing incentives. Under this plan a time study is made of the operation, and it is made

### THEY LIKED THE SHOW

1. Left to right: Edward Kohn, owner, Edward Kohn Co., Chicago, and Roy Monson, owner, R. H. Monson Co., Chicago broker.
2. C. William Hill, general manager, Detroit Packing Co., Detroit, Mich., and R. J. Plaster, general livestock agent, New York Central Railroad, Chicago.
3. Ray A. Peters, president, Peters Sausage Co., Detroit.
4. Arnold McGrew, owner, LaGrange Packing Co., LaGrange, Ga., and Chris E. Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark.
5. Jacob Schmidt, secretary, Kansas City Dressed Beef Co., Kansas City, Kans., and Bert Lyon, Bert Lyon & Co., Kansas City, Mo.
6. A. C. Hofmann, president, Hofmann Packing Co., Inc., Syracuse, N. Y., and N. L. Hofmann, vice president of the company. This is the first time that the Hofmanns have been at a convention together.
7. M. J. Brennan, Columbia Warehouse Co., Chicago, and R. M. Conner, vice president, U. S. Cold Storage Corp., Chicago.
8. Leon Weil, president, Weil Packing Co., Evansville, Ind., and Julian A. Weil, vice president of the firm.
9. John F. Zummo, general manager, Zummo Meat Co., Beaumont, Tex., and Louis W. Mains, plant engineer, Arbogast & Bastian, Allentown, Pa.
10. Lester B. Bookey, secretary, Bookey Packing Co., Des Moines, and Max Guggenheim, jr., vice president, Guggenheim Packing Co., Chicago.
11. Richard Unwin, superintendent, pork operations, Reliable Packing Co., Chicago, and Fred Dipasquale, foreman, pork kill, of the same firm.
12. J. E. Barnette, second vice president, Greenwood Packing Plant, Greenwood, S. C., and W. A. Barnette, president and treasurer.

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# The New Koch SMOKOMAT

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## Smoke-Tender

Hailing it as the hit of the N.I.M.P.A. convention, packers from all over the nation applauded this amazing new Koch appliance.

•Automatically feeds sawdust at any desired rate •Saves labor •Economizes on sawdust •Provides uniform smoke density •Permits smoke house operation without close supervision •Operates without any complicated mechanism •Needs no lubrication •Can not jam.

## The New Koch SMOKE-TENDER

### Stops Smoke House Fires Before They Start!

The KOCH SMOKE-TENDER takes all flame and fire out of the smoke house — greatest fire hazard in a meat processing plant. Now completely automatic, it pumps carefully controlled hot air and clean, filtered smoke into the smoke house. Every possible safeguard is furnished with the equipment to do a perfect job of smoking. The SMOKE-TENDER generates ample heat for tenderizing, if desired. It will provide smoke house temperatures up to or higher than 185°, always under accurate control. It is made for use with natural, artificial, or bottled gas.

The SMOKE-TENDER UNIT is for attachment to a built-in smoke house. It will supply both heat and smoke for a smoke house of 1500 cu. ft. capacity. This means it can be used on a smoke house 10-ft. wide, 15-ft. long, and 10-ft. high . . . or it can be used on a house half this size just as well.

With the addition of the SMOKOMAT, the entire operation is automatic . . . and the product is always uniformly smoked.

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of all the basic operations that affect a job. Every necessary move made by the operator is included in this study. This study is then rated in relation to operator efficiency. Let me explain this a little more fully. Suppose you had an operation such as wiener peeling, in which one girl was getting her work, peeling wieners, and sliding the peeled wiener to a conveyor. The operation may be broken down as follows:

1. Walk to tree (every 16 lbs.)
2. Pick up two sticks of wieners (every 16 lbs.)
3. Return to bench (every 16 lbs.)
4. Place wieners on bench (every 16 lbs.)
5. Set aside sticks (every 16 lbs.)
6. Pick up end of casing and peel wiener (every wiener.)
7. Move aside four wieners to the conveyor (every four wieners.)
8. Move aside skins (every 12 wieners.)

This is an elemental job breakdown. You will notice that after every element I mentioned the rate of occurrence. Thus, if the girl must supply herself, she gets only two sticks of wieners but only every sixteen pounds. She sets aside the wieners every four wieners. By doing this we are able to figure the rate of occurrence for the purpose of charging each element against every pound of wieners skinned. Thus if wieners produced are 12 to the pound, she would repeat the skinning operation 12 times, the aside to the conveyor three times, aside skins once, and the first five operations would be charged at one-sixteenth of the time for the operation. This establishes how long it takes for the wiener peeler actually to peel one pound of wieners, taking all the jobs she must do into consideration.

#### Rating the Operator

While we are studying this we have rated the operator. This is done by analyzing her skill, effort, consistency and working conditions. One hundred per cent is considered normal. Normal is defined as what the average worker, working at an average speed will do in a given period of time. If one operator can do the operation in one minute, but is rated at 80 per cent efficiency, this means that the basic time that it should take to do the operation would be one minute multiplied by 80 per cent or 8/10ths of a minute. If another girl took 7/10ths of a minute to do the job, but was rated at 115 per cent efficiency, the basic time arrived at by multiplying the actual time 7/10ths by 115 per cent is still 8/10ths of a minute. By doing this in all instances, it makes no difference what operator is studied or at what speed she is working.

We can arrive at a standard by this method regardless of these variations. After the basic time is established, allowances are then made percentagewise for the other variables which enter into a given operation. We know that the union contract allows rest periods, clothes change time, knife sharpening



REGISTRATION AT LADIES' ACTIVITY CENTER

Conventioneer's wives sign up for entertainment program at ladies' center in foyer. Seated behind desk are Dorothy Holmes of NIMPA and Josephine Mutter, in charge of ladies' entertainment.



LADIES HEAR READING IN NIMPA ENTERTAINMENT WHIRL

After a busy forenoon of shopping and radio broadcast visiting, followed by a luncheon at Chicago's famed Saddle & Sirloin Club at the U. S. Yards, the NIMPA wives listen to a reading entitled "Life With Mother," given by Ann Birk Kuper, shown standing in foreground. All ladies received corsages before leaving hotel for the luncheon.

time, etc. We study fatigue, personal time variations and delays along with these factors, and we make the total allowance for the job by adding it percentagewise to the basic time. Thus everything is taken into consideration.

Once this is done we have arrived at a standard for the operation. Under the standard hour plan this is computed in minutes per pound or hours per cwt., whichever is the simplest to compute. The operator then gets paid exactly in proportion to what he does over standard. Suppose his standard is 100 lbs. per hour. The standard hour would then be one hour per 100 lbs. If he produces 1000 lbs. in a given day he will get 10 hours, or a bonus of 25 per cent.

This is, in effect, paying him one for one for all he produces above standard. In other words, one hour additional production—one hour additional pay.

While these studies are being made, the time study man is also analyzing the job on the basis of methods used and best possible layout. Before the standard goes into effect he will try to set the job up so that the best possible methods are utilized and so that the job can be made as easy as possible for the operator. This is really a task in itself. The purpose of it is not to recommend changes requiring expensive additional equipment, but to utilize present equipment at maximum efficiency.

The standard plan is now ready for

installation. In the packing industry we have found it advisable to set it up on a group basis. In other words, all the operators affecting a given operation earn a bonus as a group. I believe you can readily see why this is done. On hog kill, for example, the work of every operator on the line affects every other operator. They must work as a group or they can accomplish nothing. This group plan is also much easier to administer from a clerical standpoint. I will discuss this later.

You are probably wondering and asking yourself, "Just what do I get out of this deal?" I believe I can answer this very easily and substantiate it a little later in the discussion. My studies have shown that the average plant working on day rate actually operates somewhere in the neighborhood of 70 per cent of standard. This is 30 per cent below normal or standard, but actually requires an increase of 43 per cent in production in order to bring it up to standard.

**WILBUR LA ROE:** May I interrupt you? I don't see how everybody can work 40 per cent below standard. How do you get everybody 40 per cent below standard?

**NORMAN BRAMMALL:** I said that the average plan is working around 30 per cent below standard, not all of the workers. As a matter of fact, I go on here to say actually 30 per cent below standard is not evident in all plants or in all operations. I give that as an average, particularly on those operations which are hand operations and which are the most below standard. That is not small potatoes, and operating on the small margin of profit that we get today, it is many times the difference between profit and loss. Just to show you how important it can be, suppose you save only half of the 43 per cent and your pay roll is \$6,000 per week. This would mean an actual saving to you of \$1,250 per week. These standards are set in such a way that the operator should earn a bonus of 15 per cent without any difficulty and should have a potential of 35 per cent.

The big job that has to be done, as you can readily see, is to get the operation up to standard. If the operator can



#### THE YOUNG GUARD CHATS

Two youthful executives in the packing and supplier industries are Baldwin Smith, vice president of John E. Smith's Sons Co., Buffalo, N. Y., and Louis E. Kahn, vice president, E. Kahn's Sons Co., of Cincinnati, Ohio.

once earn a bonus you no longer have to worry about your plan working properly. What will the union be doing during this time? Well, therein lies one of our biggest problems.

#### Unions Don't Know

Inasmuch as the industry itself is really just getting started on incentives, both the A.F. of L. and the C.I.O. unions are in the same boat. It is impossible for any one individual to give an opinion as to what attitude the union might take in this whole matter, but based upon previous experience we

#### MISEA HOLDS MEETING DURING CONVENTION

Jack Noelke (right) secretary-treasurer of the Meat Industry Supply and Equipment Association, presided over the meeting of the group which was held on May 23 at the Palmer House. He described for members the association's successful direction of the exhibit of packinghouse equipment and supplies for the NIMPA meeting, reviewed plans for the participation of MISEA and its member companies in the American Meat Institute convention in the fall, and asked for suggestions on ways in which the association could be helpful to supplier members and to the meat industry.

can tell about what to expect. All unions are anxious to increase the take-home pay of their members. For this reason they are not completely belligerent to any plan which might accomplish this. They are, however, suspicious of any plan which proposes to speed up production. I will cite Ford as an example in the last few weeks.

I wish to quote from the "guide" what one large C.I.O. union—not a packer union—has written to explain incentives.

"Incentive systems were originally intended by industry to operate without unions. Effective industrial unions can turn incentive systems from detriments to benefits for their members by securing for them a share of the financial benefits which accrue from the employees' increased production."

Here a large union has taken credit for the very thing management set forth as its aim when it first thought of incentives.

The biggest job we have is proving to the union that we are not trying to get away with anything, and that we are perfectly willing to take them into consideration at the very beginning. It is absolutely necessary, I believe, to explain the matter thoroughly to the union and to go over the whole system with the group. In many instances management has gone so far as to help train a union steward in time study work.

The big problem is not so much selling the idea to union executives as it is selling it to your own personnel and local officials. The one thing that will sell this whole idea is a working plan. Once the average worker has operated under incentives and received a bonus, he will, for the most part, become sold. He may gripe and complain at the outset but this will cease after he has received extra pay for several weeks.

It is noteworthy that in most of the mass producing industries today incentives are an integral part of their regular wage structures. The problem is not whether or not there should be incentives, but how they should be administered.

Before the installation of the incentive plan we must talk to the union. By





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Improved Sales Appeal  
Production Speed  
At Economical All-In Costs**

*better look at the CRYOVAC process*

With CRY-O-RAP bags you get a vacuum-packed heat-sealed casing for your pressed meats, loaves, and boiled hams. You get a transparent tight-clinging second skin that prevents drying out, retards mold formation and rancidity. You maintain full weight, color, bloom and flavor of your product. All these advantages are due to the exclusive shrink principle found only in the CRYOVAC process.

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When you check the all-in packaging costs, — e. g., production labor, material, shrinkage losses, spoilage, — you will find that the CRYOVAC process with CRY-O-RAP bags saves you money.

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It's a straight line production technique in which a team of three operators can bag, vacuumize, heat seal, shrink, inspect, and rack from 300 to 400 units per hour depending upon size. Sturdy fool-proof semi-automatic equipment available.



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#### WHAT'S BEHIND THE NATIONAL PROVISIONER?

What is the organizational setup that brings *The National Provisioner* out on time 52 times a year with up-to-the-minute meat industry news? This question was answered for conventioners at the *Provisioner* exhibit, where steps in feature, market and news gathering, editing, production and printing were portrayed in large action photographs. Movement was added with a running model of a modern press turning out the latest edition of the magazine. Shown in the photo are NP staff members, Mrs. Lillian Neakrase and Mrs. Eleanor Kummer.

laying all our cards on the table and getting the union to agree to go into incentives for a trial period we will be able to get our plan across. Our difficulty will lie in our ability to get the operation up to standard. This can be done most effectively by utilizing our help in the best manner, setting up and planning each job ahead and exerting good supervision until the standard is reached. Not only the packing industry but also all industry today is weak on supervision. If supervision were strong this job would be much easier. But, and I am not trying to belittle plant management, your supervision at the foreman level is very weak and the result is that they must be helped and trained to accomplish the task of getting the job up to standard. I believe that in many cases this can be done before the actual bonus system goes into effect. It is not too simple, however, and must be analyzed and worked out well.

An incentive system is absolutely useless if it cannot be administered in conjunction with your present clerical set-up. Computation of these figures for earnings requires only that production records be made available to the time-keeping department. The standard hour is figured per hundred pounds. This is then multiplied by the production for a given period of time—one week or one day, however it is set up. In doing this we have arrived at the earned hours for a department. By adding all the earned hours for a week and comparing them to

all of the actual hours worked for the same period, we can easily compute the bonus. Bonus is paid for all hours worked on the bonus operation including all overtime.

#### Will Plan Cause Spoilage?

It has been felt by a number of packers, who have had no experience with an incentive plan, that the installation

of such a plan will automatically cause spoilage and bad product. This is emphatically not the case.

In all instances workers are paid only for good merchandise produced. Further, all good incentives must set forth the quality standards that management wishes to maintain.

If an employe knows that he will be paid only for good work produced, he most certainly is not going to produce scrap. The average worker knows what you wish as a standard of quality and if he is assured that the rates set are based upon this he will continue to produce on the basis you desire.

In all good incentive plans, allowances are made for normal scrap and the basic requirements for the job are written into the standard. Thus, in cutting, for example, before any standards are set, the individual establishing the standards must be fully cognizant of the trim required in that particular area, the size hogs normally run, and all other pertinent data. This is all correlated on a standard data sheet and included in the final standard.

It is possible, and certainly desirable, to include in the standard certain bonus factors designed to insure better quality. This can best be illustrated by citing an actual case as an example. One group of southern packers instituted a bonus plan for beef kill some time ago. At the time it was instituted they were not only failing to get decent production, but were also getting an excessive percentage of cut hides; I don't recall the figure but it was very high. These firms included in their standards a 20c bonus for all uncut hides. The result has been that the percentage of cut hides has declined over 50 points from the previous average. Experience in incentives has proved that in all instances where they have been established with augmented quality control, quality has improved greatly. Merely because the operator speeds up does not mean that he becomes less efficient for,



PACKERS FROM THE TWO CAROLINAS MEET PRESIDENT

Left to right: W. M. Elliot, president, White Packing Co., Salisbury, N. C.; Beattie B. Balentine, Balentine Packing Co., Inc., Greenville, S. C.; C. B. Heinemann, sr., NIMPA president; A. H. Snider, superintendent, White Packing, and Clarence O. Hinsdale, general manager, Balentine Packing.

# POWERS

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**MORE**  
for your money

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No Extra Charge  
Sizes:  $\frac{1}{4}$  to 2" Inclusive

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EASY TO READ  
DIAL THERMOMETER  
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**No. 11 INDICATING REGULATOR** has 4" dial mounted on top of regulator. Both thermometer and regulator operate from same thermal system. Visual check on performance of regulator is provided making it easy to adjust for different temperatures. (11BS)

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Gentlemen: Please send me Bulletin 329. Am interested in control for

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**SIMPLIFY** your temperature control problems by standardizing on POWERS No. 11 Self-Acting Regulators. Use them when you want a simple rugged control to maintain a constant temperature. They prevent OVER-heating, save fuel and labor, pay back their cost several times a year and give years of dependable control.

Backed by over 55 years of experience in self-acting regulators. Engineering service available in over 50 cities.

**TYPES AVAILABLE**—Direct and reverse acting regulators with Double Seat balanced valve, double unions  $\frac{1}{4}$  to 2" incl., flanged  $2\frac{1}{2}$  to 6" incl.; Single Seat valve double unions  $\frac{1}{4}$  to  $1\frac{1}{2}$ " incl. 3-Way valve  $\frac{1}{4}$  to 4" incl.—shown in Bulletin 329.  
Use coupon below



as a matter of fact, just the opposite is true in most instances. By learning the rhythm for the job, having a higher earning potential and speeding up work, the operator becomes more efficient.

Wage incentives are a real answer to our growing problem of higher wages and lower per man unit productivity. Our competitive position can be greatly enhanced if we can stabilize our labor costs at a figure that is reasonable and just. Burden and overhead can be lowered and general plant efficiency greatly increased.

### Earnings Rise With Effort

Incentives give the worker something additional for which to strive. The system gives him a chance to earn in direct proportion to the effort he puts forth. One of the biggest difficulties in modern industry today in a plant that works on a day rate basis lies in the fact that too many employees are paid exactly the same rates, regardless of their ability or their effort. Many workers are aware of this and it is a well known fact that they fail to produce because the individual with whom they work has no inclination to produce. No amount of supervision in the world will correct this situation if there is no incentive to increase production.

In many instances the situation has deteriorated to the point where many plants today, as I previously mentioned, are realizing less than 70 per cent efficiency from their workers. You may take issue with that figure, but it has been proved in some instances. Your plant may be more efficient, but as a general average that is what it runs. It is one of the most serious problems we must face for our wages are at an unprecedented high while our production is in many instances in exactly the opposite position when analyzed on a man hour basis.

Incentives can do a job in the packing industry. It must be emphasized, moreover, that in spite of the lack of experience in this industry there is no operation where incentives cannot be applied. Several packers have learned one thing from sad experience. *It is essential that whoever sets up a plan in the packing industry be thoroughly conversant with the industry and its problems.*

### One Step at a Time

In no instance should you try to assemble all of your standards before you place a departmental system in effect. Get one group set up, then start immediately with this group. You will find that if one portion of your plant has the incentive system, and is earning more as a result of it, your selling job for the rest of the plant has become that much easier.

When you undertake a plan be sure you get advice on the proper plan to use. Make it simple and be sure it is fully understood. Take your supervisors and the union into your confidence. Explain the plan fully and be sure they comprehend.

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be established by time study. Don't let anyone tell you that you can set standards based upon past performances. Rates must also take into consideration all allowances set forth in your labor agreement and all other legitimate allowances.

Methods and procedures must be studied before any rates are set. If changes are necessary these changes must be made before any standard is established.

You must be prepared for the results that follow the installation of the plan, the same as you prepare for the results that follow the operation of a new piece of equipment. Don't be greedy. If the plan is working well, don't change rates merely to obtain a small percentage of greater return. Rates once established, if fair, must remain until method changes are made that justify a rate change.

Your plan must be set up so that the worker can determine his actual earnings at the end of the week or at the end of the working day. It must be "close" enough to the worker that he can readily see the results of his additional effort. Incentives will work in your plant and they will pay a real dividend.

**PRESIDENT HEINEMANN:** Feel free to ask Mr. Brammall questions concerning this very important topic.

**CARL PIEPER:** In the plants where wage incentive plans have been tried, is overtime paid for work over eight hours a day?

**NORMAN BRAMMALL:** I think I can best explain that by telling you how it works. Suppose your operator is working 44 hours a week and is earning \$50 for those 44 hours. According to the Wage and Hour Law, we must pay a bonus for all hours worked, regardless of whether they are overtime or regular hours; therefore we pay the bonus on the basis of \$50. In other words, if the bonus earned was 10 per cent, it would be 10 per cent of his total pay or 10 per cent of \$50.

**CARL PIEPER:** Let us assume an eight-hour day and a \$1 straight hourly rate. You spoke of incentives running from 15 to 30 per cent over standard. Is that right?

**NORMAN BRAMMALL:** That is right.

**CARL PIEPER:** If you take eight hours work and stretch it into ten hours, you have already automatically increased your pay 37½ per cent.

**NORMAN BRAMMALL:** I will make this statement now: Any packer who is working overtime today ought to have his head examined. There may be emergencies that justify it, but there is no reason he cannot get his work done in an eight-hour day if he handles it properly.

**CARL PIEPER:** I brought this up only because the worker himself can, by stretching out his work, underwrite his bonus 37½ per cent.

**NORMAN BRAMMALL:** Well, if a worker tries to chisel, in the end he is not going to be paid as much.

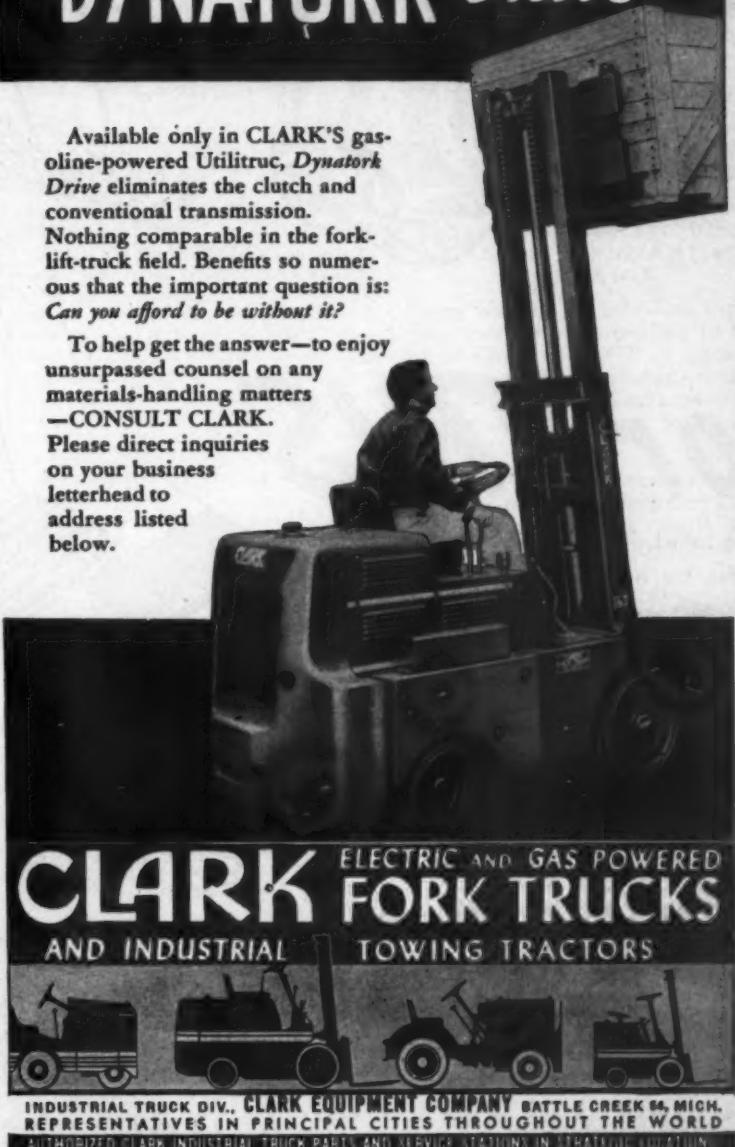
I should like to raise and answer one

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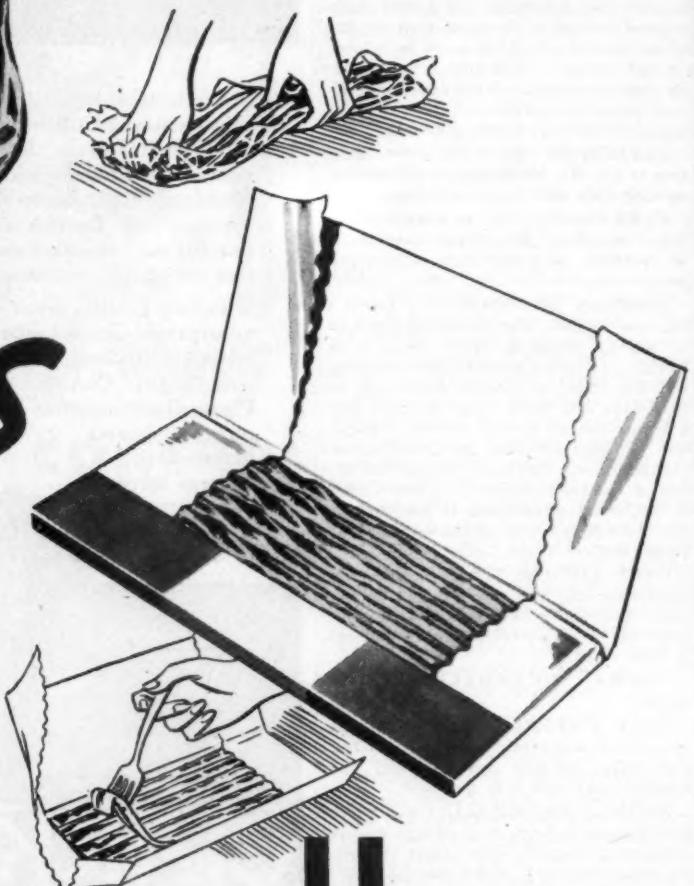
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question here which is asked me several times a day. How large or how small do you have to be before the incentive plan applies? There is no particular size. In our plant we employ about 50 people in the production end of our business. Another plant where a plan is working employs 600. I don't care whether you have only ten men working, you can apply an incentive plan.

Another question that is asked me is what happens when you change over from one job to another? We do an awful lot of that in this industry. Most of the small packers utilize the same crew for hog kill, for beef kill, for cutting and most of the time when their hog lines are running they are stealing workers from all over their plants. It makes absolutely no difference how many changes are made in a day. I don't care if the worker changes jobs every hour or every 15 minutes, as long as we know the time he puts in on a job and that it is applied against the job. It is not a very complicated clerical problem and can be handled very easily. You should not let that deter you as far as incentives are concerned.

**WILBUR LA ROE:** I was trying to make notes and I got stuck at one point. It seems to me that your plan is more than an incentive plan and that it has an efficiency plan wrapped up with it. You don't take a plant and let it stay at its present rate of efficiency and then pay a bonus or extra compensation for greater production beyond the present standard in the plant, but it seems to me that what you do is tell the plant that it has to increase its efficiency. In other words, you said that the average plant is 30 per cent less efficient than it ought to be. How do you arrive at the standard? That was not clear to me. How do you arrive at the standard whereby you bring up the efficiency from 70 to 100 per cent? What is 100 per cent?

**NORMAN BRAMMALL:** Well, 100 per cent, as I define it, is what the average operator, working at an average speed, will earn in a given period of time. Actually it goes into the matter of rating the job, of knowing whether the operator is working at standard or below standard. It is rather hard for me to describe this to you but a good time study man can tell from experience how fast a job should be done at

standard. He must look for short cuts. He must look for better methods of doing the job while he is making his time study. He must try to train the worker. In some instances he cannot train the worker, and in some instances he cannot save an awful lot, but you would be amazed at the number of little things that can be done to make the job easier and to bring it up by that 30 per cent.

That is the toughest part of installing an incentive plan, and that is the part the union is going to hit you with. You have to do it on the basis of knowing how and on the basis of getting in there and making the thing work. You should do it before you institute the bonus so that the minute the operator starts to work on it he can see that he is going to earn extra money for extra effort.

**WILBUR LA ROE:** At the risk of repetition, I understand that you would not recommend that packers start in with a bonus plan compensating their men for better production in the plant, but you would want an efficiency study made to find out what the normal or standard production rate is on the particular job and then pay extra pay beyond that. In other words, you would get the efficiency straightened out first, wouldn't you?

**NORMAN BRAMMALL:** You have to make your time studies and that is where your efficiency increase comes in, and you will find that you gain. That is your saving. It is of no benefit to a plant to install incentives based upon what it is doing at the present time. All you succeed in doing is paying more for more production. Actually what you have to do is to get the worker to come up to the production he should be making at the rate at which you are paying him.

Human potentiality cannot be measured. We always measure it in terms of 35 per cent above the standard. Heavens! I have some operators who can go 80 per cent above the standard, but they are definitely exceptions. Look at my wiener peeling girl who is doing 180 lbs. The standard is 125 lbs. I think if you will compute that you will find that it is about 56 per cent above the standard. You cannot measure human potentialities.

For goodness sake don't do it on the

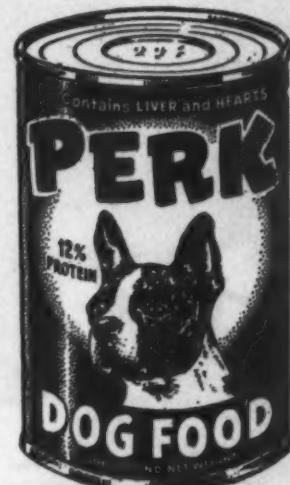
## Thousands of Dog Owners Respond to PERK DOG FOOD'S Amazing Label Offer



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Every month Master Eye guide dogs are being provided to the blind FREE of COST . . . thanks to the generosity of dog owners who buy Perk Dog Food, save the labels and mail them to Master Eye Foundation.

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at a substantial saving in filtering cost with  
**SPARKLER HORIZONTAL PLATE FILTERS**

A new method of filtering lard, successfully employed by a large midwestern packer, marks a step forward in the processing of this product in the meat packing industry.

Major advantages of Sparkler Filters in lard processing are briefly summed up in the following seven points.

1. A better quality of lard is produced because the first run of lard through the Sparkler filter is not contaminated by rancid lard and soap particles retained in freshly laundered press cloths.
2. More insoluble material is removed by the evenly spread filtering medium on the horizontal plates. Cake is not subject to cracking, flow is always with gravity.
3. The Sparkler filter is totally enclosed thus eliminating oxidation of hot lard, a reaction wherein the lard loses a certain amount of its stability or keeping qualities.

Higher stability lard is delivered to Votators.

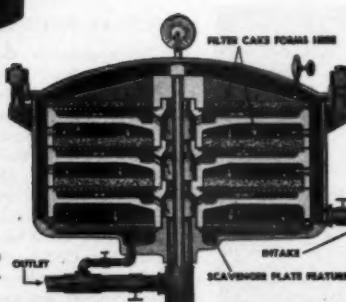
4. All steel construction prevents deterioration of lard by contact with copper or bronze fittings.
5. Saves approximately one-half the lard lost by adhering to filter cake because only one-half the usual amount of filter aid is required by the Sparkler Filter for the same total volume of lard filtered.
6. Saves labor in cleaning because filter paper is disposable, no laundry charges for cleaning cloths.
7. Less floor space is required for a Sparkler Filter than other types.

Sparkler Horizontal Plate Filters have been the standard equipment for microscopic filtration in the food, chemical, edible oils, milk, butter and cheese, and other industries for over twenty-five years. The recent introduction of Sparkler Filters for lard filtering is a natural step toward a better and more economical lard product.

We invite correspondence on your particular problem. You will receive the advice of engineers with a quarter of a century of experience in this specific field.



Section showing plates with filter cake in horizontal position and flow through filter.



Sparkler Horizontal Plate filter Model 33-S-17 steam jacketed, capacity 5000 G. P. H. type used in the John Morrell & Co. installation.



**SPARKLER MANUFACTURING COMPANY, MUNDELEIN, ILL.**

basis of past performance. You will get yourself into an awful mess. You have to have something basic, something tangible, something concrete in the way of facts and figures.

**H. K. GILLMAN:** How did you apply a standard on your mechanical division?

**NORMAN BRAMMALL:** I am sorry to say this is just theory which I have tried out and it has worked. My contention is that in a mechanical department a good maintenance man can get a job done faster if he has something for which to strive. You cannot measure it. When you have a breakdown too many factors enter into it. You cannot establish a standard on a breakdown and say "You have so many hours to fix the job," but it is true that a breakdown affects your production. If a maintenance man can get the breakdown fixed in less time he is going to give you added production. You must give him an incentive to do that.

The way we are doing it in one instance—and it is working out well—is to determine the overall efficiency for all the departments and arrive at an overall plant efficiency. We then pay the maintenance department one-fourth of this overall earning per week or per month, whichever is the easiest to compute. In other words, we tell them:

"If you get the maintenance job done faster you are going to bring that overall efficiency up. You are going to enable us to get more pounds out of the plant. You are going to enable us to produce more. Therefore, as a result of your doing this, if the plant earns 20 per cent we will give you 5 per cent."

We have found that it helps immeasurably, but it is strictly an indirect bonus and it cannot be measured.

**PRESIDENT HEINEMANN:** Mr. La Roe has a telegram that is of interest to producers of inedible tallow.

**WILBUR LA ROE:** This telegram transmits a statement from the Department of Agriculture, the Fats and Oils Branch:

"Informed by the Department of Agriculture that the Commodity Credit Corporation has not received sufficient offerings of prime inedible tallow at current market prices to fill pending requisition, and unless such offers are received promptly the Department of Agriculture contemplates canceling the requisition and authorizing the purchase of foreign material in lieu thereof. There are strong indications that this situation might be used against us at any subsequent congressional hearings. It is urgently recommended that you do everything possible at your meeting to secure full publicity regarding the government's request for offerings. Advise interested parties to contact Herman Young, Department of Agriculture, Extension 3228."

Of course, that means that the government is disappointed not to have had more offerings. If any of you are interested, please contact me and I will help in any way I can.

The meeting adjourned at 4:30 p.m.

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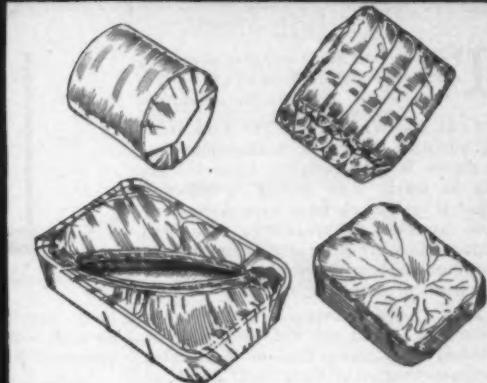
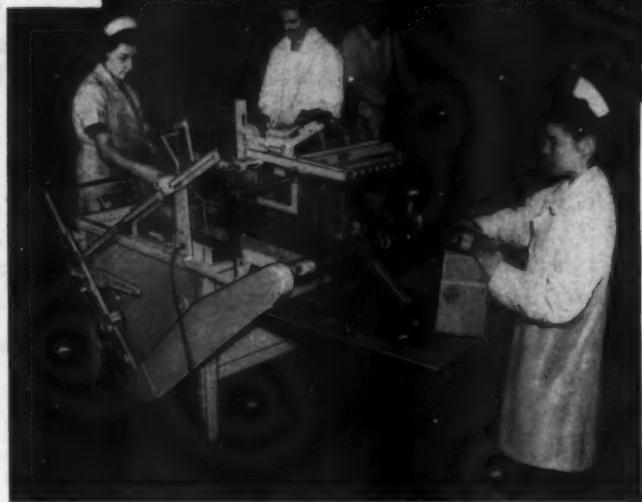
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# NOW-IT'S *Easy* TO CELLOPHANE-WRAP Self-Service MEATS!



## with the **CORLEY-MILLER MODEL MPUS WRAPPING MACHINE**

Yes—now you have a practical way to cellophane-wrap your frankfurters, fresh and luncheon meats to boost Self-Service sales! No matter what the size or type of your operation, Model MPUS gives you fast, neat wrapping. It's so simple to use that the whole operation can be turned over to one girl operator. She can quickly change for any of hundreds of sizes with simple sliding adjustments—parts changes are almost never necessary.

Model MPUS is expertly designed for trouble-free operation under all conditions—for greatest ease of

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Model MPUS wraps frankfurters (with or without cardboards or trays), sliced luncheon meats, lengths of liver sausage or summer sausage, fresh meats in Foodtainer or other trays . . . uses either cut-to-size sheets or rolls. Carry your brand identification to Self-Service markets with the CORLEY-MILLER Model MPUS Wrapping Machine . . . write today for complete cost and other data!



**AND IF YOU HAND-WRAP MEAT-LOAF, SAUSAGE, ETC.—**  
get details on the handy CORLEY-MILLER line of Hot Plates and Heat Sealing Irons. Shown here is the CORLEY-MILLER Model BJ Vertical Hot Plate in operation on Mil-O-Seal sausage casing at Thiele Packing Co., Milwaukee. Tell us your particular problem . . . we'll recommend the *right* unit for most efficient results.

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# FOR AND AGAINST CHEMICAL EMULSIFIERS

**T**HE second day's meeting convened at 10:15 a.m. on May 24 with President C. B. Heinemann presiding.

**C. B. HEINEMANN:** The next order of business is one of tremendous importance to this industry. I am not going to waste time trying to tell you what it is, but we have here some very able speakers representing the two groups that are interested primarily in the manufacture, distribution and use of chemical emulsifiers.

Just a brief announcement as to procedure. We shall ask that each side be allowed a maximum time of 45 minutes for presentation of their facts and if at the end of the 45 minutes there are additional facts which they have not reached in their manuscripts, they will be permitted to file them with the reporter for inclusion in the record. I will ask that neither the members in our audience, nor our guests, nor the opposing factions interrupt the presentations. At the termination of the 45 minute period for each side, ample opportunity will be given for questions.

We will have Mr. Frorer of the Atlas Powder Co. make the opening talk.

**J. R. FRORER:** It is a great pleasure for the Atlas Powder Co. to be given the honor of appearing on this program. We will do our best to explain the functions of the so-called chemical emulsifiers and how they fit into the economics of your business. Inasmuch as I personally have been working on this subject exclusively for some 15 years and realize how slow it is to acquire knowledge in it, I am sure that when we are done there will be lots of questions and we will welcome them and answer them as well as we can.

In order to open the subject, I am going to read an excerpt from an editorial appearing in *Bakers' Weekly* of May 2 as to the general status of the bread hearings in Washington.

"In theory, the bread standards hearings are supposed to provide a sort of high court of science where factual information is exchanged to help determine what ingredients may or may not properly be used in the nation's staff of life. Actually, the present hearings



J. R. FRORER

have developed into a bitter battleground between the proponents of the chemical softeners and their opponents.

"During recent months that has been almost the sole issue under debate and that debate has been dominated by interminable legalistic wrangling, plus abstruse speculation in the field of molecular chemistry which has led to confusion on the part of many of those concerned. Meanwhile the official testimony has run over 10,000 pages in the official record."

Inasmuch as the payoff for your industry in this problem is the way these materials function in the bake shops, who are also your customers, I am going to give the larger share of the time allocated to our presentation to my associate, Henry H. Favor of the R. T. Vanderbilt Co. and ask him to explain completely the bakery practice in the use of these materials and the functions they fill in that practice. Mr. Favor is sales manager for the R. T. Vanderbilt Co., which is the exclusive distributor for the Atlas Powder Co. to the baker, and we work very closely together in servicing certain areas. I think Mr. Favor also published the first article on the use of this type of material and so is probably the father, if anyone could be called the father, of emulsifiers used for the purpose of softening bread.

However, I am going to take a few more minutes to give you some of the background of the Atlas Powder Co.'s interest in this matter. I am doing this because of the allegations in the press that these are new, untried materials let loose upon the public. Actually, the story of them starts something over 30 years ago in World War I when the British were on their knees to obtain supplies of glycerine to make their double base type of smokeless powder. At that time, you will remember, the British controlled the Mediterranean which is the source of mannite or mannitol and which is chemically equivalent to sorbitol, the base of our economy. The idea was developed in England at that time that perhaps their glycerine

## Speakers

**J. R. Frorer, Atlas Powder Co. • Henry H. Favor, R. T. Vanderbilt Co. • E. W. Brockenbrough, Institute of Shortening and Edible Oils • John Pratt, Institute of Shortening and Edible Oils**

supplies could be extended by splitting their edible fats and reconstituting them by reaction with mannitol to obtain them back again as edible fats. In other words, they could take their glycerine, use it to manufacture smokeless powder and reconstitute the fats with mannitol. Consequently, a large project was started with a group of British universities to determine the chemical practicability of this scheme and, second, the effect it would have on the nutrition of the British people.

So extensive was this work that when we later took it up in this country the prior publications excluded us from getting patents which we felt our chemist so richly deserved on the type of product sold by us under the trademark name of Span. We have passed around folders which describe the materials that we sell and tell their constituency and something about them.

## Safe for Human Use

I might say that the conclusion of these researches in England—mind you, this was World War I—indicated that these products as a class were perfectly suitable for human nutrition.

I want to make it clear to you that the Atlas Powder Co. has always been conscious of the responsibility it has in the safety of its materials for the ultimate consumer. From the earliest development parallel work has been done upon pharmacological tests in proportion to the exposure of the indicated use. The Federal Food and Drug Administration in Washington has been kept advised of this work and to our knowledge has never cautioned one of our customers against using our emulsifiers. On the other hand, to our certain knowledge, over 125 of our customers have discussed the safety of our materials with the F. F. D. A., after which they came on our regular customer list.

I should like to explain one thing further to you, and that is the basic economy of the Atlas Powder Co. in relation to the glycerine producers. Our economy rests on corn. We buy this in the form of corn sugar from such people

as the Corn Products Refining Co. and other wet corn processors. The amount of corn consumed by us in this form now amounts to many millions of pounds annually. We take the corn sugar, hydrogenate it to form mannitol and sorbitol which are of about the same general chemical family as glycerine, differing in degree from glycerine. However, they have the same general properties. For example, they can be nitrated to make explosives, or stearified with fatty acids the same as acids that are used in the preparation of glycerine esters or other types of chemical reactions.

I bring this question up only to show you that fundamentally the clash of opinion expressed here today arises from our economy based on corn as compared to the competitive products made from glycerine that come out of a soap kettle. I can assure you that there was never any intent on the part of our company to compete with either lard or pork fat but it was our intention for our products to be considered as additives to them. In other words, the clash of competition is between the glycerine ester, which you know commercially as mono- and di-glycerides, and the sorbitol esters.

The final development made by the Atlas Powder Co. was learning the trick of treating these simple reaction products with a chemical substance known as ethylene oxide so that we can change their properties to make them specifically soluble in any medium in which they are used. In other words, our products, such as Span, Tween and Myrl, are made up in varying combinations and degrees of the three basic components referred to: sorbitol from corn, fatty acids from your economy and ethylene oxide.

With that preamble I am going to turn our part of the case over to Mr. Favor, after which I will make a couple more points.

**HENRY H. FAVOR:** I am a bakery chemist employed by the R. T. Vanderbilt Co. to find new ways of improving bakery products.

We maintain a completely equipped baking laboratory in Norwalk, Conn. for this purpose, and our most outstanding success to date has been the discovery of the usefulness of the Atlas emulsifiers in bakery products. The magnitude of this success has been demonstrated at the bread hearings by witnesses who have claimed that nearly 10,000,000 lbs. of such emulsifiers were sold to bakers during 1947 and 1948. Our research has also shown that these materials have a tremendous improving effect on the baking quality of lard, both as used in bakeries and in the home, and it is to bring you



H. H. FAVOR



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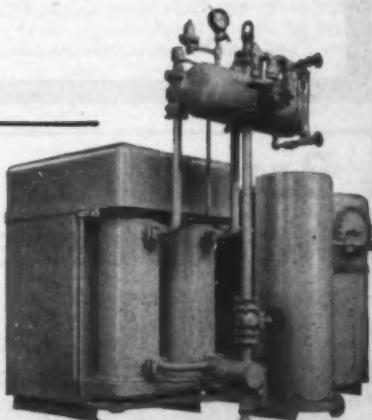
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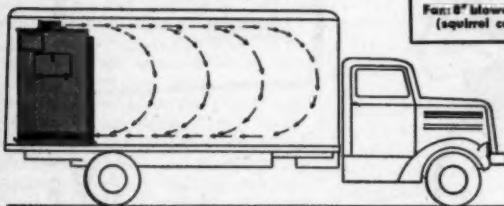
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the story of this improving effect on lard that I am on the program today.

Let me first explain briefly how emulsifiers are used in bakery products so that you may more readily understand their place in lard. Cake batters are emulsions and unless the shortening is very intimately mixed with the milk and other ingredients of the batter, the batter will not hold air or cream up light or result in a light, tender cake. Egg yolk is an emulsifier and has been used for this purpose in cakes for centuries. However, the egg was designed to create chickens, not cakes, and leaves considerable to be desired as an emulsifier. The first improvement in the emulsification of cakes was the introduction of hydrogenated vegetable oil shortenings. These could be produced with a controlled plasticity and made lighter, more acceptable cakes. Talk about your shortening substitutes! Hydrogenated vegetable oil surely put butter and lard out of the cake business!

The next improvement was the inclusion of the synthetic emulsifiers in shortening to make the so-called emulsifying type. The ads said, "Permits you to add more sugar and more liquid," which is certainly no way to increase its food value! However, they did make a smoother batter and a lighter, more pleasing cake. Most retail shortenings today contain mono-glyceride emulsifiers. Then came the Atlas emulsifiers made from corn sugar and fatty acids, and even later those modified with polyoxyethylene. These materials have a quite different effect on cake batters than the mono-glycerides and are most effective when used in conjunction with them. They act as whipping agents as well as emulsifiers and as a result cake batters can be mixed lighter, smoother and quicker and the cakes obtained have a finer, more uniform cell structure, more volume and better eating qualities. The emulsifiers themselves are usually too hard to mix into a batter directly so are pre-mixed with water or shortening to make them soft. They are then added to a batter without other adjustment in formula.

#### Purpose of Emulsifiers

The charge has been made that the baker uses these emulsifiers as a substitute for shortening, eggs and milk in his cakes and a few misguided suppliers have even recommended that he do so. However, as a matter of actual fact the great percentage of bakers use emulsifiers in addition to their regular formula for the simple reason that they produce a better product. These emulsifiers cannot replace fats, milk or eggs because they do not function like any of these common ingredients, and anyone using them as a substitute is only kidding himself. Cakes have always been made from a myriad of formulas because there is a wide range in the public's preference for type and quality. Any attempt by government or others to regulate the level of shortening or other ingredients in cake would certainly not be in the baker's or consumer's interest, for it would put a restriction on the



CONVENTION LUNCHEON IN THE GRAND BALLROOM

Good fellowship prevailed at the informal luncheons held daily in the spacious grand ballroom at the Palmer House. Appropriately enough for a starter, the Monday menu included baked ham, a good packer dish the country over.

types of cake permitted. Emulsifiers improve all types of cake, for all types depend on the production of a well aerated batter, but the over-all quality of the cake still depends on the quality of other ingredients used with them. Of course, the baker can adjust his shortening content when he uses emulsifiers just as he could before he ever heard of them, and he will change the quality of his cake now as he did then by making such changes.

In bread, where the high-speed mixing disperses the fat very thoroughly and the gluten holds it in suspension, there is less need for an emulsifier. However, we found that some of these materials did more than just emulsify fat in bread.

#### Anti-staling Effect Discovered

Polyoxyethylene stearate, or Myrj-45 as it is known to the trade, had the ability to retard the rate of staling of bread to a remarkable extent. It has been known for a hundred years that the dry, hard feel of stale bread is not due to loss of water, since the same

change takes place in a hermetically sealed tin can. It has also been recognized for a long time that this change is caused by a change in the starch of the bread. Myrj-45 was the first and most effective material found that had a significant effect on this change in the starch as bread aged. Its effect is very easily demonstrated by making up ordinary flour and water library paste. The paste cooked with Myrj-45 in it will stay smooth and soft whereas that without Myrj will gradually set up to a hard, dry mass that has to be thrown away.

The use of only  $\frac{1}{4}$  per cent of Myrj-45 in loaf of bread will delay its rate of staling enough so that it will stay soft and fresh in the consumer's bread box until it is all eaten, and it will be eaten more quickly because it remains more palatable. Bakers like it because it pleases the consumer and consumers like it because it cuts down waste.

Here, again, the baker can adjust his shortening in bread when he uses emulsifiers to whatever level he feels gives the best bread, as he always has, but he will still get the same change in eating quality. The record of the bread hearings shows that the great percentage of bakers have increased the lard content of their bread since they started using emulsifiers. Those who use the mono-glyceride emulsifiers come under the same category for these, too, have the same effect as Myrj-45 on bread, but to a lesser degree. Call the mono-glycerides shortenings if you must, but they act like emulsifiers and are used because they do.

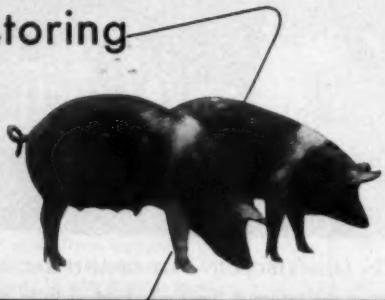
I should like to explain how easy it has been to sell emulsifiers to the baking industry. This has a direct bearing on the story because we feel sure you would have the same ease of selling lard containing them. For instance, when Myrj-45 came out, it was only necessary to take a sample to a baker, tell him that at last we had found something that had an effect on the rate of staling of bread. Every baker with any tech-



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nical assistance whatever has been looking for something like that for a hundred years. The material had so little effect on the looks of the bread when it came out of the oven it was not even necessary for the salesman to stay around and make sure the baker used it right and the bread looked all right when it came out of the oven. The baker put it in on top of the regular formula, a half pound to 100 lbs. of flour, and set the batch of bread aside with some of the regular bread and said, "I will come back in three days and look at it."

The first day there was not enough difference in the bread to be noticeable. The second day there was some difference, but the baker would look at the cost of Myrj, which was around 50¢ a pound, much more expensive than anything he was using, and he would say, "Well, that difference isn't enough," but by the third day there was all the difference in the world. Anybody could pick out the control loaf versus the Myrj loaf. Then his reaction was, "You really have something." In 95 per cent of the cases the sale was made.

#### Makes Cakes Lighter

It is the same way with these emulsifiers in cake. Throw them into the cake batter on top of the regular formula. You will immediately get a lighter batter when it is mixed in the mixer; it is obvious right away. The baker puts it in his pan and bakes it and gets a bigger cake with a finer cell structure and better eating quality. He wraps the cakes up and sets them aside for two or three days and as they age there is more and more difference between the control cake and the cake containing the emulsifiers.

There has been a lot of interest in inclusion of emulsifiers in dry mixes for household use, the devil's food cakes, gingerbread mixes, etc. To demonstrate the effect, take a package of the mix and make a cake from it. Then take another package, add a little emulsifier, mix it up the same way and bake. There is all the difference in the world between the two cakes. It does not take a chemist or technician or cake scorer to tell that emulsifiers bring about improvement in the product.

I could go on for hours telling you what an important contribution these materials have made to the baking industry as illustrated by their acceptance in such a short time, but let's go on to lard. Lard is the preferred shortening for bread, both because it is less expensive and because it sometimes imparts a delicious flavor. By that I do not mean any derogatory remark but very bland lard has had the natural flavor taken out and, of course, has no flavor to impart to the bread. Myrj-45 is added to bread for its dough conditioning and anti-staling effect. Combine these two, say, 15 or 20 per cent Myrj-45 in your lard, and you have a product to sell the baker that combines the advantages of both and gives you positive control of how much lard is used. Myrj will also be a more effective dough con-

ditioner and staling retarder than combinations of mono-glyceride and lard now on the market. The only production requirement for such a mixture is that the Myrj-45 be mixed into hot melted lard and stirred until the mixture sets up.

#### How Myrj Is Used

Myrj is not completely soluble in water and it is not completely soluble in lard and therein lies its effectiveness as an emulsifier. If you merely put the melted Myrj and the melted lard together and let them set aside until they cool they would separate. Myrj has to be put in the lard just before the chilling rolls or the Votator, or whatever is used to plasticize it.

It's easy to make, it's easy to sell and it increases lard consumption because it increases bread consumption by making bread more acceptable to the consumer. You don't have to take my word for it either. Try some on your best bakery customer and let his customers decide. The difference is so pronounced, as I said before, that anyone can detect it.

As I have mentioned, lard and butter went out of cake production when hydrogenated cottonseed oil came in, and the only reason they are out is because they won't make a light cake. By the use of these emulsifiers you can produce a lard that will make a light cake. Many people are of the opinion that this one fact alone is enough to put lard back



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into the cake-making business again.

Frank C. Vibrans, of the American Meat Institute Foundation, wrote a fine article in *Food Industries* magazine last June entitled, "Lard Takes On New Properties." This is such a fine discussion of what is going on in the lard business that I have distributed copies in case you have not already studied it. He speaks of the value of mono-glyceride emulsifiers only, for they were the only ones known to be helpful at that time, but the proper combination of Spans, Tweens and Myrij will out-perform the mono-glycerides as cake improvers, and the use of the proper Atlas emulsifier will not cut the smoke point of the lard or increase its tendency to go rancid. They are used at much smaller percentages, too, and thus allow you to sell more lard in each 100 lbs. of this new shortening. Such a shortening will contain only 1 to 3 per cent of emulsifier so will have no anti-staling action on bread.

You have to make two different products to cover the field; one for bread, containing a high percentage of emulsifier with the anti-staling action; and another for the household retail type or the baker type to be used in cake, containing a lower percentage of emulsifier. The low percentage type will be an excellent, all-around shortening for household use and will also be interesting to many bakers because of its lower cost as a cake shortening.

Unfortunately, I have only a limited number of pictures to show you of the effects of emulsifiers in cake. The difference between the cakes with and without an emulsifier is practically the same all the way through, but I included several as illustrative because each picture is based on another brand of lard. These are brands of lard that we have picked up in the market throughout the country and have tested in cakes, one cake made with the lard alone and the other cake made with the lard plus emulsifiers. The differences are as obvious to laymen as they are to bakers.

#### Possibilities for Household Use

You will have to add the emulsifier to a bland flavored, light colored lard for general household use for the housewife will be comparing it with hydrogenated vegetable oil shortenings she is currently using. Cake formulas require 10 or 12 per cent fat, and if the fat has much flavor of its own the cake will also have it.

Don't think you are going to replace all the Spry, Crisco, Dexo, etc., in your locality. They are all high quality shortenings and the housewife has become well accustomed to their use. But if you add emulsifiers to the lard you are currently selling at retail, conduct adequate tests to show that it will make a good cake, sell it cheaper than the advertised brands of shortening and tell your customers they can now use it for cakes as well as for frying purposes, you will be getting a foot in the door again.

In conclusion, emulsifiers, whether of

the mono-glyceride, sorbitol, or poly-oxyethylene type, have proved to be of considerable value to the baking industry because they help to produce a more acceptable product. They are the first materials to make a significant contribution to the solution of the problem of staling in bread. Because the rate of staling has been retarded, much waste in the home has been eliminated. Consumption has also been increased through greater acceptability. Use of emulsifiers in cake has permitted more economical production of better looking and better eating products and allowed the baker to use other shortenings than hydrogenated vegetable oils. Their inclusion in lard is a satisfactory means of incorporating them in bakery products and should result in substantial increases in the consumption of lard, both by the housewife and the baker.

J. R. FROER: Gentlemen, I have just three short points. The first has to do with this matter of substitution which you have heard so much about. It does not do us any good to tell you fellows it is or is not because some of you will believe us and some of you will not. At the New York meeting of your eastern division last month we challenged your Association to have a survey made to prove this point. I am going to ask Mr. Heinemann, your president, to bring you up to date on the result or the outcome of that survey and anything else he has found about the substitution for lard.

C. B. HEINEMANN: The survey showed that approximately 95 per cent of the bakers buying from our members are using some type or some form of emulsifier. That does not in any sense indicate that 95 per cent of the volume of your bakery goods is being made with

emulsifiers because largely these are small bakers.

Our inquiry did not seek to learn the extent to which the emulsifiers were being used either in their mix or in lard or other shortening sold to them which they in turn used in these mixes, but the figure of 95 per cent simply represents the responses to inquiries made of the baker customers of our members located throughout these United States.

Mr. Frorer asked if I found out whether emulsifiers are being substituted for lard. That inquiry was very carefully avoided, although in some cases one baker would say, "Well, Tony Foust down the street is using this emulsifier alone." We don't accept that as authentic. We did not want to antagonize these customers by irritating them with questions of that kind.

MR. FROER: Thank you, Mr. Heinemann.

We certainly hope that this survey will be continued because it is where the truth of the matter is going to come. You must understand that our position is that the use of these emulsifiers by the baker will enable you to sell your lard to better advantage and make the lard more broadly competitive and make it possible for the baker to use more lard and we are satisfied that if this survey is continued that will be the ultimate finding.

The second point I want to make has to do with the technical usefulness of these materials in your factories. At this time I want to lay before you again the challenge of finding that out for yourselves. We are satisfied that both Mr. La Roe and Mr. Heinemann have this on their minds but somehow or other there has to be concerted work in



"THEY LAUGHED WHEN WE SAT DOWN AT THE ORGAN

and again when we got through," report Harold Scherer, advertising manager of The Allbright-Nell Co., and H. W. Wernecke, vice president and sales manager, *The National Provisioner*, who are at the center of this group of conventioners doing a bit of relaxing around the exhibition hall organ after the close of the meeting. Wernecke (right) claims to be a finished organist, capable of beating out anything in the musical line from Bach to Be-Bop.

your Association on methods of use in order to learn the things which are best for you to do. You will have to get back of the efforts of your executive officers in pushing them through the B.A.I. to get their approval, and so on. This is going to require some kind of a program and we certainly hope that your industry will undertake that program.

My final point has to do again with the basic cause of this controversy, which, of course, is the further perpetration of patent monopolies enjoyed by the shortening producers. Just so I present this very technical subject in exactly the same way I did in New York. I am going to read what I said about it at the New York meeting.

I am now quoting from the minutes of the eastern division's meeting held on April 8, at the Statler hotel in New York city:

"About ten or 15 years ago one of the largest companies in the shortening business, Procter and Gamble, to be exact, did a great deal of patent work in the shortening field and succeeded in obtaining a large group of patents on the manufacture and use of the so-called high ratio and emulsified shortenings. Commencing in the early 1940's it licensed certain of the large packers and shortening manufacturers under some of these patents. I understand that the pattern of these licenses was developed in the settlement of a squabble over the

validity and scope of some patents.

"A significant thing about these licenses is that they do not grant unrestricted rights under the patent but are so limited that the licensees are not permitted to branch out into fields in which Procter and Gamble is not engaged. For instance, the form of license used does not permit the employment of anything but wholly hydrogenated fatty shortenings made either from vegetable oils or animal fats or both. Thus the use of lard as such, although covered by the patents, is not permitted by these licenses unless Procter and Gamble first enters that field.

"Accordingly, we who are making and selling emulsifying agents and emulsifiers have to be constantly aware of and have constantly to contend with this tight little ring of shortening manufacturers built up around the Procter and Gamble patent monopoly.

"It is true, as perhaps you have heard, that Procter and Gamble has offered a general license to the public under some of its patents, but the particular patents involved in this general offer are the use patents, that is, patents covering the use of improved shortening by the customers to whom the patent owner and its licensees sell their product.

"It is also true, and this you may not have heard unless you have had your legal ear quite close to the ground, that all is not peace and harmony within this tight little group of Procter and Gamble and its licensees. A year and a half or two years ago Swift apparently decided to ignore the restrictions in its license from Procter and Gamble and put two types of unlicensed products on the market. One of these products was an emulsifier-improved lard, Swift'n, and the other a product designed specifically for use as a bread improver.

"Procter and Gamble promptly started suit in the federal courts in Ohio for breach of the license agreement. One item of Swift's defense is that Procter and Gamble's conduct has amounted to a misuse of the patents and has constituted an attempt to enlarge the monopoly covered by these patents.

"However, this suit to date has not progressed to trial, and if the respective parties earnestly desire to thrash out in court the issues disclosed by pleadings, it is going to be at least a long time before a decision is reached.

"The point of all this tedious business about patents is that in addition to the difficulties these shortening people have made for us through their patent situation, they are actively and bitterly opposing our effort to have our emulsifiers included in the standard of identity for bread. If they are successful, obviously the present hold which Procter and Gamble and its group of licensees have on this portion of the food industry through its patents will be still further strengthened."

C. B. HEINEMANN: The Atlas group concluded their talk in just six minutes short of the allotted time, and we shall now ask Mr. Brockenbrough and his group to take over.

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## Reply by Makers of Shortening

E. W. BROCKENBROUGH: I represent the Institute of Shortening and Edible Oils, Inc. Our membership consists of manufacturers of shortening, oils and also producers of lard.



BROCKENBROUGH

anyone in the room would like to retard the progress of chemicals in warfare. On the other hand, when chemicals move into the food field and start replacing natural foods such as lard or shortening, our interest comes foremost.

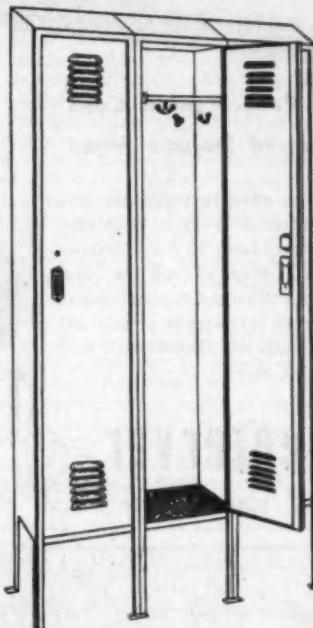
The matter of the bread hearings has caused a great deal of discussion within the fats and oils industry, in the baking industry, the prepared mix industry and other fields. These polyoxide type chemicals are being used in a large number of foods. Most of the discussion has been on bread. They are used in practically all bakery products and the chemicals are proposed for use in mayonnaise and salad dressing. They are even used in such products as tapioca. The American Meat Institute is aware of the problem. Several months ago it filed appearance at a hearing in Washington. Yesterday its attorney appeared for AMI in opposition to the use of chemicals. The National Milk Producers Cooperative Federation has likewise put in appearance at the hearing in opposition to the use of these chemicals.

There is evidence to show that the chemicals are used not only as substitutes or replacers for fats and oils but also milk. The Atlas Powder Co. states that it recommends its Myrl, Span and Tween type products as additives. I think that is true. On the other hand, the Atlas Powder Co. is not the sales agency for the chemicals. It produces them and distributes them through a great many individuals, concerns and corporations of various kinds.

No one knows at the present time how many so-called bread softeners are on the market. We have been able to pick up sales material from various sales agencies selling some of the so-called bread softeners. I have a folder containing some of the literature. I have a long letter from the H. C. Brill Co. in which they recommend that lard shortening be eliminated from any recipe. In their literature they have an

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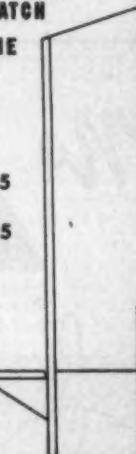
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article entitled, "Special Note." It is a short article and I will read it:

"One pound of Shorto will actually replace 6 lbs. of shortening in any recipe. In the following recipes you will observe that more water is used than when using straight shortening. That is caused by the fact that where we remove one pound of shortening in any recipe we replace that same weight in the form of 3 oz. of Shorto and 13 oz. of water. When wishing to use your own standard recipes and remove any or all of the shortening therefrom, replace each pound of shortening by adding 3 oz. of Shorto and 13 oz. of water. Mix these together and then add as you would shortening. Do not cream the solution into the batch but add it to the liquid that is called for in the recipe."

I could go on here at great length reading these various recipes. Unfortunately, there has been a concerted effort on the part of the suppliers of these materials to get back this type of literature. That has been going on since the bread hearings began. These people realize that they made a mistake in recommending their product as a substitute for natural food fat or milk product in the face of a bread hearing.

Their product sells for some 50 or 60c a pound, and their only means of selling it to a baker was to tell him, "When you use this expensive ingredient you can eliminate some other ingredient in greater quantity."

### Many Bakers Use Chemical

We have talked with a great many bakers throughout the country. Many are using the chemical. Some of them have not cut the fat. We have talked with others who have reduced the amount of fat in their formulas, and others who have completely eliminated it. We could give you the names of bakers who are today producing just as much bread as they were a year ago, if not more, and haven't had a pound of fat in their plants for months. The salesmen of various shortening and lard manufacturers and producers are calling on bakers every day. Some of those salesmen have called on the bakers for years. They know who the bakers buy from. They know how much fat they have used per month for years. They know how much they are using now. When his purchases of fat are cut by 50 per cent and he is still running as many trucks and seems to be as prosperous as he was and he tells you that he is using one of these chemical emulsifiers, what conclusion do you reach?

Bakers don't admit freely that they are taking out a wholesome, nutritious ingredient and putting in a chemical. They are ashamed of it. It is very difficult to get bakers to come to Washington to testify. They will tell you in confidence that they are using a chemical, that they have cut the fat. At the same time they will say, "I am opposed to the use of a chemical, but I cannot go to Washington and testify to that because my competition would ruin me."

They say, "I should like to quit using it, but I cannot quit as long as my competitor uses it. It makes a softer bread. The housewife buys bread based on softness. She thinks softness is indicative of freshness. If I quit using the chemical my bread won't be as soft as Jim's or Tom's over there. The housewife will think it is stale."

### Housewife Wants Softness

There is an element of deception in the use of chemicals brought about by the fact that housewives buy bread thinking that soft bread is fresh bread. The sales representatives of the chemical companies have recommended their use in lard and have stated that lard containing the chemical will be competitive with shortening. It is true that when you mix the Myrj type product in lard, it does increase its emulsifying effect and that it can be used in cake baking in competition with so-called high ratio shortening. That is a fact. You can put a little Myrj in lard and use it for the same purposes that a baker would ordinarily use high ratio shortening and it will produce very good results. There is no limit to the amount of Myrj you can put in lard. So, suppose you put in a very small quantity; a second man puts in a little larger quantity and a third a still larger quantity, each of you competing with the other. In a short period of time there will be a lard on the market which will contain a very high percentage of Myrj. In other words, the lard will be used as the carrier for the Myrj. One pound of that mixture would replace a tremendous quantity of natural lard.

When a baker uses that mixture and cuts down the amount of lard in his formula, he is reducing the nutritive value of his product. The chemical people state that the lard contributes a very small nutritive portion of the bread and that there is little difference in nutritive value of a gram of bread with fat and without fat. But the fact remains that in this country we produce in excess of 2,000,000,000 lbs. of lard a year. We are producing about 1,500,000 lbs. of shortening and oil. Our

domestic consumption of fats is in excess of 3,000,000,000 lbs. With the chemical we won't need that much fat. It is anybody's guess how much we will need. The quantity will depend on how much chemical is added to the lard.

Take the testimony of Mr. Patterson, of C. J. Patterson Co. of Kansas City, the bakery service organization. Using his formulas and his recommendations you could produce all the bread in this country per year on less than 100,000,000 lbs. of lard. Those are Mr. Patterson's own recommendations. In 1942 the baking industry used about 380,000,000 lbs. of lard, and a very high percentage, probably 95 per cent, was used to produce bread. By simple arithmetic, using Mr. Patterson's recommendations you would reduce the consumption of lard in the baking industry alone by 75 per cent.

There have been a number of statements about the use of agricultural products in the production of the chemicals. It is true that corn is used to produce sorbitol. Sorbitol is the product which is used to make the Span-Tween type product, recommended for cakes. In the hearing at Washington the chemical people testified that about 10,000,000 lbs. of the chemical had been sold, of which 8,000,000 lbs. were of the Myrj type, and corn is not used in Myrj.

It has been stated that mono- and di-glycerides are used as substitutes for fat. I believe the expression was "synthetic mono- and di-glycerides." I am somewhat at a loss to know how a component of natural fat gets to be a synthetic. Mono- and di-glycerides are nothing more than parts of fat. Take a tri-glyceride and break it down into its parts. There are two known as mono- and di-glyceride. Those mono- and di-glycerides when added to other tri-glycerides increase the emulsifying effect of the shortening made from those tri-glycerides.

It is true that Procter and Gamble has patents controlling the use of mono- and di-glycerides. I expect everybody in the room knows it and has known it

### NP SERVICE CENTER

A busy and important place in the convention lobby was *The National Provisioner* service center, where a list of hospitality rooms was displayed and helpful literature distributed. Shown at the center are Mrs. Eleanor Kummer and Mrs. Lillian Neakrase. Up-to-the-minute market quotations from NP's *Daily Market Service* were kept posted.



all along. How many of you have requested permission to use those patents? I don't think any of you have. Procter and Gamble will license anyone to use its patents if he conforms to the patent arrangement which permits the use of mono- and di-glycerides in hydrogenated animal fats. The Atlas Powder Co. in commenting on this monopoly completely overlooks the fact that it owns a list of patents as long as both of your arms. If you will go through the textbooks you will find plenty of them. The patent arrangement of this country is something that is set up by the government. It has never been attacked.

I have with me Mr. John Pratt, counsel for the Institute, who will have some remarks concerning the hearing in Washington. Mr. Pratt has been there every day. He has participated in the cross-examination of witnesses and is most familiar with that subject. Following Mr. Pratt I have here Mr. M. J. Thomas of the research bakery division of Swift & Company. I asked Swift & Company to prepare for this meeting a number of loaves of bread containing the usual amount of lard and also to prepare a like number of loaves of bread made with the chemical and no fat. In this case we went to the extreme and omitted all the fat. We also have 24 cakes in which the usual ingredients are used. We have 12 cakes which have been produced without any fat at all. Mr. Thomas will explain how these cakes were made and what was used

and the economic advantages of using no fat in competing with another baker who is using no fat. Following those remarks I should like to state a little more in detail the position of the Institute.

**JOHN PRATT:** With respect to the bread hearings which have been termed the battleground of these emulsifiers I might, by way of setting the stage for my discussion, tell you something about them. The hearings were inaugurated in 1941, pursuant to the Food and Drug Act of 1938. The administrator is given the authority to hold hearings to promulgate standards of identity for food when in his judgment the interests of consumers require that to be done. It was

JOHN PRATT

pursuant to that authority that the administrator inaugurated the hearings in 1941 on the subject of bread, rolls and buns. The hearings were held for a certain length of time. In 1943 they were presumably concluded and the Administrator came out with a proposed regulation setting standards of identity. Because of the war food situation and because many of the ingredients which were listed as required and optional

were in short supply, the administrator at the request of the War Food Administrator deferred promulgation of the final order.

In the fall of 1948 the matter was reopened again for the purpose of taking testimony on any new developments which may have occurred since the hearings in 1943, and the subject of these surface-active agents or emulsifiers was on the agenda. I might say that the record of the hearing beginning in 1941 is now better than 12,000 pages. There are 211 exhibits as of last night, and probably 60 per cent of the printed record deals with the subject of these emulsifiers.

I might add that Mr. Frorer's company, the Atlas Powder Co., and the Glyco Products Co., another chemical company, proposed early in the hearing which commenced in 1948 that these chemicals be included within any definition of bread as an optional ingredient.

We got into the picture in January because the statement had been made that shortening manufacturers use these chemicals in the production of shortening. We investigated this and found it untrue.

The testimony thus far has consisted entirely of examination and cross-examination of the numerous witnesses who have been put on by the Atlas Powder Co. and Glyco Products. As of yesterday it was expected the Atlas Powder Co. would end its case today.

Mr. Frorer has told you that he has

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worked with these products for 15 years. I think that is undoubtedly a fact but the testimony shows that the three products with which Mr. Frorer is interested are Span, Tween and Myrj, and they came on the market, I think, respectively in 1935 and 1938, and Myrj, the most important one from their point of view, at least in this hearing, didn't come on the market until 1945. It is known technically as polyoxyethylene monostearate, a product that you get from reacting ethylene oxide and a fatty acid, generally, I think, stearic acid.

From the point of view of the opposition to the proposal of Atlas and Glyco, there seem to us to be merely two issues in this case. One is the economic one which Mr. Brockenbrough has referred to, namely, that these chemicals have been advertised as a substitute for fat, are capable of being used as a substitute for fat and in many instances actually are used as a substitute for fat. We don't think that the Food and Drug Administrator in promulgating standards of identity for bread is going to permit an ingredient which can be used and is used as a substitute for a nutritious, natural food.

#### Issue of Toxicity

The second issue in this case, one which has not been referred to thus far and which I should like to go into briefly, is the matter of toxicity. It is our contention that chemical emulsifiers should not be used in food products unless their harmlessness has been completely shown beyond reasonable doubt. Both of these chemical companies, knowing the importance of this particular issue, have introduced distinguished pharmacologists, toxicologists and so on, and I should like to refer very briefly to some of their testimony.

The bulk of the Atlas case was presented by Dr. John Krantz of the University of Maryland. Dr. Krantz is head of the department of pharmacology at that institution. He conducted numerous feeding tests on rats and other animals. I have a summary of some of the things brought out in his testimony. Dr. Krantz tested 25 of the myriad of products which fall within the definition on which Atlas has asked approval. Out of the 25 he recommended only two, Myrj 45 and Tween-80, these being the only two on which he conducted two-year feeding experiments. Of the three Myrj-type products, that is Myrj-45 and two others, the two-year feeding tests, for example, showed the following results:

Some 71 animals were fed these Myrj-type products and out of the 71, at the end of the two-year period, there were 50 deaths and 21 survivals. Some 63 animals in the control group were fed a normal diet, without the chemical, and of the 63, 30 survived and 33 died.

I don't know the reason for that. I don't know that anybody does, but those results present certain important questions which we think require answering and we don't think the testimony thus

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far answers them. Furthermore, Dr. Krantz did not conduct any experiments on human beings, which, of course, is very much in the picture if you are going to feed this stuff to 140,000,000 people in their daily diet.

The second witness put on by Atlas was Dr. Perry Culver of the Massachusetts General Hospital, a recent graduate of Harvard Medical School. Dr. Culver fed Tween-80 and Myrl-45 for 18 months and 11 months, respectively, as pharmaceuticals to improve the fat absorption in some 86 people, 56 of whom had a portion of their stomachs removed. He did not feed the chemicals in bread. Dr. Culver conducted recovery studies on six people, which indicated, according to his figure, almost complete recovery.

These feeding tests are very interesting, but one other witness, Dr. Muench, also put on by Atlas, pointed out the fact voluntarily that the chemicals were used as a pharmaceutical and for that reason he thought they should not be regarded as indicative of results when using the material in a food.

In addition to Dr. Krantz and Dr. Culver, Dr. Page and Dr. Muench also testified for Atlas, and Glyco Products Co. also put on, I think, four doctors, their testimony being very much the same as that for Atlas.

But it seems to us that the evidence thus far adds up to this:

1. The information presented on toxicity, especially on long-run feeding tests, is very fragmentary.

2. These chemicals, at least some of them, contain traces of what are known to be dangerous poisons, namely, ethylene glycol.

We feel that it is not in the public interest to include as an optional ingredient in a food as important as bread something which has not been completely tested and is known to be non-toxic beyond a reasonable doubt.

### Medical Association Views

I want to state our position in this matter. We are not alone in it. While we may have our own selfish interests, the position that we have taken is substantially the position that the American Medical Association's Food and Nutrition Council voluntarily took when its secretary, Dr. William J. Darby, of the Vanderbilt Medical School, appeared at the hearing and testified:

"Available knowledge of possible toxicity is fragmentary. Particularly is there evidence lacking as to chronic toxicity. Employment of these agents in such basic foods as bread and baked goods, as well as other foods such as ice cream, candy and peanut butter, would lead to the ingestion of considerable quantities of these materials of uncertain toxicologic knowledge. Unless complete harmlessness of these can be demonstrated beyond reasonable doubt they should not, in the Council's opinion, be employed in basic foods."

That is precisely our position. I don't know what further research will show,

but at least the way the record now stands we don't have enough on them to subject the American public to the risk of having to eat bread 365 days of the year, from the cradle to the grave, with this kind of material in it.

**E. W. BROCKENBROUGH:** Mr. Thomas, will you take over and explain your bread and cakes?

**M. J. THOMAS:** I should like to comment on this problem from the standpoint of my experience as a former baker. Bread is composed of flour, water, yeast and salt as the basic ingredients to which the baker adds enriching materials, primarily milk, sugar and fat. He adds those materials to bread primarily to improve its keeping qualities, to improve its mastication, to make it more desirable eating and to give it all-around properties that will make the consumer want his product and come back and buy more. If the baker is going to remove some of these enriching materials and substitute for them materials which are likely to be non-nutritious, the general public, of course, is going to suffer, and if it is at all



**M. J. THOMAS**

possible for the baker to substitute these materials for his enriching materials, you are going to have to rely entirely upon the integrity of the baker to continue to use the basic enriching materials.

The bread that we have on display here today has been made with and without lard. Prime steam lard was used. The bread made without lard is made with one of the polyoxyethylene compounds; there is absolutely no lard contained in the dough whatsoever. This, of course, is carrying it to an extreme, but it merely points out to you the extremes to which this thing can go.

I think that for the time being a large share of the bakers are continuing to use a small quantity of fat with these materials. However, the baker can certainly, if competition demands, replace all of the fat contained in bread with these materials and still produce a soft loaf of bread that he can merchandise easily on the store counter and will give the impression to the housewife that she is getting a fresh loaf of bread.

In addition, we also have some cakes on display. One table has cakes made in the conventional way, with approximately 12 per cent fat (hydrogenated shortening containing mono- and diglycerides). On another table are cakes made with one of the polyoxyethylene compounds (Tween—an Atlas product) with no fat whatsoever. These cakes also are, of course, going to the ex-



**VOLUNTEER TASTE-TESTERS SAMPLE CONTROVERSIAL PASTRY**

The cake's the thing wherein I'll catch the conscience of—something or other. These serious looking gentlemen are trying to determine the difference between cake and bread made with lard and cake and bread made with highly debatable chemical emulsifiers. Swift & Company furnished the cakes, all of which looked the same although half were made with lard, half with emulsifiers. If taste were the criteria, no verdict for or against either product was immediately pronounced. It was impossible, of course, to determine toxicity on the spur of the moment. While no pro or con decision was reached, it was proved to the satisfaction of the masculine palate, that Swift's laboratory bakery turns out delicious pastry.

treme, but there are definite recommendations being made at the present time by manufacturers, or rather sales agents, of the products that all of the fat might be eliminated from the cake and still produce a cake that looks and eats comparable to a cake with normal shortening content.

To tell you briefly about these cakes, the actual cost per pound of the dough or batter from which these two kinds of cakes are made is about the same, due to the price of these chemical compounds. The cost per pound of batter of the cake containing shortening is 12½c and of the other one, 12c. However, these chemical materials make for increased volume which allows the baker to scale the cake lighter. The cakes containing shortening were scaled 28 oz. of batter, against 20 oz. for the other ones, an actual decrease of 8 oz. of batter per cake. This means considerable in ingredients costs.

The ingredient cost of the batter of the shortening cake is 21½c per cake at today's market prices, as contrasted to 15c for the other cake. In other words, a reduction of 31 per cent in the cost of the ingredients per cake.

The difference in the cost of bread made with shortening and without is even more marked, particularly in view of the tremendous volume of bread sold and the traditionally small margin on bread. Based on flour weights, ½ of 1 per cent of chemical softener was used in half of the bread displayed here, compared with 4 per cent of lard in the other loaves. On the basis of current prices, the bread containing the chemical emulsifier costs about ½c per loaf less than the bread containing lard.

## Questions and Answers

**C. B. HEINEMANN:** We are now ready for questions.

**HOWARD FIROR:** Mr. Frorer, if a sorbitol base emulsifier were used with lard would it do as good a job in the making of bread as either the mono- or di-glyceride emulsifiers or Myrj?

**J. R. FRORER:** I don't like to try to escape an answer but Henry Favor is the fellow to do that.

**H. H. FAVOR:** Our results show that not only do they do as good a job, they do a better job. The sorbitol is just twice as long a molecule as the glycerine; therefore, it is more water soluble and because it is more water soluble it makes a better emulsifier.

**HOWARD FIROR:** Now, Mr. Brockenbrough, it is your turn. Will a mono- or di-glyceride emulsifier used alone permit the elimination of fats?

**E. W. BROCKENBROUGH:** A concentrated mono- and di-glyceride, such as is on the market, is capable of being used to reduce the fat. However, mono- and di-glycerides, as Mr. Favor just stated, are not nearly as effective as the Myrj type products.

**HOWARD FIROR:** Well, you gave me your answer. Now, Mr. Brockenbrough, have the mono- and di-glycerides been proved to be non-toxic?

**E. W. BROCKENBROUGH:** I am not prepared to answer that question directly. However, mono- and di-glycerides are found in all fats found in the body, have been eaten in fats since time immemorial and so far as we know they have never injured anyone.

**HOWARD FIROR:** Mr. Brockenbrough, there is one other point. In your talk before you inquired whether anybody had asked permission to use Procter and Gamble's patents with lard. I should like to ask this question: Is it permissible under those patents to use them in lard as such—not as a combination but just lard as such?

**E. W. BROCKENBROUGH:** It is my understanding that the Procter and Gamble patents are available to anyone where mono- and di-glycerides are used in hydrogenated animal or vegetable fats. The answer to your question would be that in lard which has not been hydrogenated, mono- and di-glycerides could not be used under Procter and Gamble's patent. That is my understanding.

**HOWARD FIROR:** That answers that question. I don't know whether you can answer this question. What was the result of the 1943 hearings that were not promulgated because of war shortages?

**E. W. BROCKENBROUGH:** The Federal Register contains a statement to the effect that the promulgation of the standards was held up at the request of the War Food Administrator in view of the shortage of materials resulting from the war.

**HOWARD FIROR:** That would mean that actual permissible standards were not proposed?

**E. W. BROCKENBROUGH:** Proposed standards were published and would have been promulgated except for a request from the War Food Administrator that they not be promulgated because of a shortage of ingredients during the war. Mr. Pratt may have a comment to make on that.

**JOHN PRATT:** Shortening was left as an optional ingredient, as were mono- and di-glycerides. I might say that the position of our industry is now and always has been that the use of shortening is not to be compulsory. We have asked for it to be included as an optional ingredient.

**JOHN THOMPSON:** We know that soybean protein is quite nutritive. We seem not to be able to use soybean flour in bread, however, because of its lack of gluten. Would the use of these synthetic emulsifiers permit the increased use of soybean flour in bread and thereby increase the market for this valuable farm product and possibly increase the nutritive value of the bread itself?

**JOHN PRATT:** That may require two opinions.

**H. H. FAVOR:** When I was with a big baking chain we used soya flour in bread so I know quite a lot about it. Soybean flour can be advantageously used in bread to a level of 3 or 5 per cent of the flour without hurting the appearance and it does increase the nutritive value. Unfortunately, you cannot

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sell the bread to the customer on its nutritive value. She just isn't interested. So after using the soybean flour



for six months or so, at some additional expenditure, our company gave it up just simply because of consumer reaction. As far as I know the effect of the emulsifier on bread would not permit the use of more soybean flour, although you can use 3 to 5 per cent of this kind of material now.

**C. B. HEINEMANN:** I have two questions suggested by a resolution that was considered. The first question—I think the answer will probably be obvious—is to ask if either of these gentlemen would be favorable to a declaration of policy from the Food and Drug Administration that no emulsifier, regardless of kind or type, be permitted until it had been proven beyond any reasonable doubt that it was not harmful in any way for human consumption. Am I correct on your side?

**J. R. FROER:** By that you mean you are including glyceride and stearate?

**C. B. HEINEMANN:** All kinds.

**J. R. FROER:** Yes.

**JOHN PRATT:** As I heard Mr. Heinemann's question without realizing that I might be up here to answer it, it seems to me that his question considers only one aspect of the problem as we see it, the matter of toxicity. I think that that is only half of it. I think even though the material has been proved beyond doubt to be definitely non-toxic we would still oppose it because of the substitutional characteristics of this type of material. Does that answer your question, Mr. Heinemann?

**C. B. HEINEMANN:** That answers it in part but it also trespasses on the succeeding question. The second question I want to ask is this: Would each of you gentlemen, or each of your groups, be willing to approve a standard for bread and bakery products which required the use of not less than 4 lbs. of lard or shortening for each 100 lbs. of flour in the mix?

**H. H. FAVOR:** We personally, being interested in emulsifiers, would be interested in setting a limit of shortening in bread, but we do know that the bakers are very much opposed to that because it would limit them to a definite type of bread and they want to vary their formulas and to vary the type of bread they sell, depending on the market. Bread varies tremendously in quality, simply because people like different kinds of bread. So we feel that the baker would object, although we would have no objection.

**E. W. BROCKENBROUGH:** We have not taken the position that standards of identity should include minimums for the various ingredients, including fat. One of the difficulties which would be encountered would be a definition of bread. During the last war the government spent considerable time trying to define bread, or the different classes of bread and other bakery products, and I don't believe that it was ever done satisfactorily.

Some bread, French bread, for example, contains no fat. It is a particular type of bread. If a standard should

state that bread must contain 4 per cent fat, it would automatically eliminate such bread as French bread, or certainly change the characteristics of the product.

The baking industry is opposed to minimums. Our position has been to go along with the feeling of the baking industry and to ask that lard and shortening be optional ingredients.

**C. B. HEINEMANN:** You, of course, understand that the people here are producers of lard and edible animal fats and their interest primarily is in maintaining and perpetuating a market and an outlet for those fats. I don't believe they would give approval to the use of anything that might be found deleterious to the health of the consumers, and secondly, I don't believe they would give their approval to the endorsement of anything that might result in the gradual elimination of the use of this important and highly nutritional food product which comes from this industry.

I had understood from one of the farm groups that our Atlas friends had expressed—and I hope I don't misquote them—the belief that they would endorse a bread standard which would require the continuous and continuing use of much the same standard of fat content that bakers now use.

Are there any other questions in regard to this important subject from the packers here?

**JOHN THOMPSON:** One more. It occurs to me from the remarks regarding the public's indifference about nutrition, isn't it entirely possible that if the use of emulsifiers in bread were recorded on the label of the bread, a clever advertising agency could make the product a far more desirable bread in the eyes of our waistline-conscious American housewives?

**C. B. HEINEMANN:** I think you are right, and I saw some ads in Washington on one particular product in which that is already being stressed.

Well, now, gentlemen, are there any other questions, because this is vital and if we have no more questions we will proceed with the program and thank these gentlemen for their very splendid presentations and from them we will try to arrive at some conclusion.

**C. B. HEINEMANN:** I think you all have an interest in what the next speaker has to say.

Mr. Edinger is no novice to our industry. His family has been in the meat industry for some 90 years. He himself was educated academically and by practical experience for work in this industry. He has served the government in Washington and is still serving it. I know of no man, in government service or out of government service, who knows more about the subject on which he is going to speak. I urge that you pay particular attention to his presentation and be prepared to ask questions.

*Edinger's discussion of yields and cut-out tests will be found on page 105.*

## Lobby, Halls and Rooms

1. J. Frank Eaton, Chicago, and Ted Meninga, sales manager, both of Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.
2. Louis T. Later, (left) Morris Packing Co., Hartford, Conn., with Victor L. Hahn, engineer; F. M. McConnell, jr., sales manager, and W. V. Cook, vice president, all of Rite-Way Products Co., Chicago.
3. C. B. Upton, general manager, and J. C. Mellon, sales, French Oil Mill Machinery Co., Piqua, O.
4. Representing Pure Carbonic, Inc., New York city, were: Tom Townsend, branch manager; Charles King, district manager, and Claude Hunt, sales.
5. Left to right in this hospitality setting are: James G. Mercer, Walter L. Straus, Bob Williams and Les Parker, all of Merrill Lynch, Pierce, Fenner & Beane, brokers, Chicago.
6. Surrounding Mrs. R. A. Klokner in this photo are M. F. Tokach, R. A. Klokner and Deane Perham, all of Vilter Manufacturing Co., Milwaukee, Wis.
7. Discussion participants in the Jamison Cold Storage Door Co. hospitality room are Stanley Baldwin, district manager; Fred Wagner, general sales manager, and A. C. Hoffbauer, assistant manager, Chicago, all of the Jamison Cold Storage Door Co.
8. Chester A. Olsen and F. J. Avery, president, both of the Materials Transportation Co., Chicago.
9. Three jovial fellows, left to right: Dan Dohm, jr., president, Dohm & Nelke, Inc., St. Louis, Mo.; W. J. Dill, superintendent, Empacadora De Chihuahua, Mexico, and George Nelke, secretary and treasurer, Dohm & Nelke.
10. W. E. Oliver, general manager, Chicago, Afral Corp., and A. J. Rooney, sales, Afral Corp., St. Louis.
11. W. J. Best and W. D. Donovan, both of Best & Donovan, Chicago.
12. Two officials of the Mound Tool Co., St. Louis, Mo.: C. V. Franklyn, president, and Natalie O. Wilkinson, vice president.
13. H. Smith Wallace, sales representative, *The National Provisioner*, chats in the lobby with G. H. Klouman, market engineer, Armcro Steel Corp., Middletown, O.
14. Joe Kovoloff and Larry L. Bing, sales manager, both of The Adler Co., Cincinnati, O.
15. R. P. Lauer, (center) superintendent, Lima Packing Co., Lima, O., is enjoying a good laugh with (left) H. W. Wilson, sales, The C. Schmidt Co., Cincinnati, O., and (right) Erwin E. Buckman, sales, the same company.
16. Mrs. and Mr. Joseph E. Ullrich, Consolidated Engineering Enterprises, Chicago.
17. Robert L. Babb, Russell W. Planert, president, and Thomas S. Smith, Planert Manufacturing Corp., Chicago.
18. E. W. O'Leary and Matt H. Brown, vice president, both of Great Falls Meat Co., Great Falls, Mont.
19. A. N. Horwich, The Horwich, Vitkin Co., Chicago.
20. J. Faulb, secretary, and A. W. Miller of Schwenger-Klein, Inc., Cleveland, O.



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Beef hearts	15 pounds
Pork hearts	15 pounds
Pork trimmings	20 pounds
Nonfat dry milk solids	4 pounds
Salt	3 pounds

Ingredients	Measure
Cure (formula on page 51, "Improving Meat Products")	1 quart
White Pepper	7 ounces
Whole Mustard Seeds	2 ounces
Ground Mustard	3 ounces
90 grain Vinegar	2 ounces

1. Grind beef trimming, Beef cheeks, Beef hearts and Pork hearts through a  $\frac{1}{2}$  inch plate.
2. Put all in mixer, add 8-10 pounds cold water. Sprinkle nonfat dry milk solids, salt, cure, pepper, ground mustard and vinegar, mix well. Grind pork through  $\frac{1}{4}$  inch plate, place in mixer with other meat and mix well. Then grind all through  $\frac{1}{8}$  inch plate. Put in flat pans, 3 to 4 inch layers, place in Cooler at  $35^{\circ}$  F. and cure 2 days.
3. Stuff into beef middles, weasands or corresponding size of Cellulose Casings. Smoke in low temperature until good color appears. Then cook about 45 minutes at  $165-170^{\circ}$  F. Inside temperature should be not under  $150^{\circ}$  F. After cooking, rinse off with hot water, and immediately give cold shower.

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# IDEAS ON YIELDS AND CUT-OUT TESTS

**A. T. EDINGER:** I am going to talk to you about hog cutting tests and meat prices. That is a subject that comes up daily and that is discussed perhaps as frequently as any phase of your business. The widespread interest in this subject raises the question, "What are the factors and the conditions, or the basis for these ever-present discussions which never produce a satisfactory answer?" I assume that one reason for the lack of a solution is that many do not have a clear understanding of the interpretation and significance of cutting tests and of the procedures to follow for determining the cost of the products. And, I believe, too many packers try to determine costs on the basis of replacement costs associated with a percentage markup, rather than by basing costs on the total expense or an average of present and future expenditures.

Costs in the meat packing plant include two groups: The cost of the raw material (the live animal cost in your case) and all other expenditures, direct and indirect. Determination of these two cost items requires only simple addition and division. Once the system of determining costs and the proper procedure to follow have been set up, your comptometer operator can obtain the product costs, thus relieving you of any need to pace the floor and wonder if your sales returns are adequate to cover your expenditures.

If every packer would determine a cost for each of his products and know whether some of his selling prices were causing him to lose money, the result would probably be different asking prices. The sale of large volume alone cannot keep you in operation. You must recoup your entire costs from your selling prices. To know whether your markups are sufficient to cover your expenses is to know whether your business is successful or unsuccessful.

To accomplish all this requires that certain fundamental facts be available at all times. I should like to discuss the need for such information and also to present my own suggestions for a satisfactory method of making cutting tests. These thoughts are my own and do not



**A. T. EDINGER**

represent an official recommendation by the Department of Agriculture.

As I see it, the basic data that should always be available are: (1) Total purchase cost of raw material; (2) Total chilled dressed carcass weight; (3) Market value of by-products; (4) Total money expenditures, as direct and indirect expenses; (5) Necessary unit or pound markup to cover expenses, and (6) The total weight of each cut that is included in your total carcass production. In addition, the average weight and grade or quality of each cut should be known and the price figure for each cut, based on what you believe the market replacement price will be when you dispose of it. This information affords a means of pro-rating your current expenses in relationship to an anticipated selling price for each product.

## **Yield of Finished Cuts**

You will note that I have omitted dressing yield of the carcass. To my way of thinking, this figure is interesting but it has little value when determining costs of your products. The really important yield figure, the one which should impress everyone as the most vital, is the yield of finished cuts from 100 lbs. of carcass. All of us know that the dressing yield can be changed by withholding feed and water, by adding foreign materials to the outside of the animal or by increasing the amount of internal and external fat on the carcass. In most cases this additional weight of fat in finished animals has little market value as compared with the rest of the carcass.

A high-yielding carcass may not always prove to be the most profitable. After removing the excess fat, one may realize a lower percentage yield of salable meat cuts based on both live and carcass weight; thus the final monetary returns for such cuts may not cover the costs for raw material and expenses. In purchasing hogs, some consideration should be given to the lower value of this additional fat and the heavier and fatty cuts. Therefore, hogs are generally bought with the low-value fat considered as a factor. But what happens when cattle are bought?

This line of thought leads up to the

## **Speaker**

**Arthur T. Edinger, U. S. Department of Agriculture**

importance, if any, of dressing yields. When buying cattle, does the buyer put more stress on yield or quality? If the quality in the carcass were the same, but the yields, due to condition or fatness, were higher, should a higher price be paid? My answer is "No," with a reservation.

I believe the proper procedure to follow in estimating the purchase price of cattle is:

1. To determine the highest dressing yield under normal conditions for each grade of carcass which will furnish the highest yield of trimmed retail cuts.
2. To see that purchase price premium of the cattle is no greater than the total value of the excess fat which has caused the increased dressing yield when those of a particular grade dress higher than the set maximum yield.
3. To make sure that the wholesale carcass value of the extra fat carcasses is at such a level that the total value of trimmed retail cuts will have the same value as cuts from a carcass without an excess amount of fat and that require little trimming to meet consumer demand.

The factors which I believe are necessary in making a good cutting test are the following:

1. All weights shall be based on properly chilled carcasses.
2. Carcasses in the test should be of a definite weight group and of a definite grade.
3. In the case of hogs, the selection of carcasses should be of a definite type and the fatback thickness should be of a definite range of measurements.
4. Uniform methods of cutting or breaking up the carcass should always be followed and these methods should be comparable with the method used in your commercial operations.
5. The first weight of each primal or rough cut should be taken before any trimming and boning are done. These weights, and the percentage of each to the carcass weight, are essential.
6. The sample should be as large as possible and should be representative of your kill.
7. Separate tests should be made for

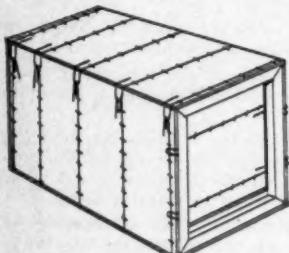
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each method used in breaking up each of these primal or rough cuts. For example, the rough cut in this instance is the ham. Run separate cutting tests for the production of such items as regular hams, skinned hams, boneless regular hams, boneless skinned hams and boned skinless and fatted hams.

8. In tests to determine the percentages of these commercial cuts, the total weight of the rough cut should be taken as the base, or 100 per cent.

9. After having determined these percentages—that is, the percentages of trimmed cuts to the rough untrimmed cuts—each of these percentages should be multiplied by the percentage that the rough cut is of the carcass. The resulting percentages will indicate the percentage of each trimmed cut to the carcass weight.

10. The results of the test should be recorded on cards. Samples of a good recording card are shown on this page.

11. A card should be made for each test pertaining to a different method of breaking up each primal or rough cut.

12. A card should be selected for one method of cutting up each of the five primal cuts and the information copied from each of these five cards. The result will show the percentage yield of each trimmed cut to carcass weight, based on type of cutting practiced.

13. If more than one method is used to break up the primal cuts from the carcasses in one kill, then another list should be made of the percentages for trimmed cuts derived from the five primal cuts by the additional method.

14. Similar lists should be made for each of the different weights of hogs and different grades of hogs that are common to your kill.

#### Frequent Checks Necessary

The advantage of making the foregoing tests is that you can check frequently on the yield of primal cuts without tying up operations. If these check tests are the same as the original test, some of your worries about yields of cuts are over. You can then draw from your cutting bench a sample of primal cuts at any time and run a check test on them.

After having a test of the primal cuts and all of the trimmed cuts, you are in a position to compile the data for a carcass cutting test at any time for any method of cutting. To use these tests in estimating the production from any kill, the first step is to make up a composite hog carcass, which embodies all of your methods of cutting and shows a theoretical distribution of component cuts in the carcass. The procedure should be as follows:

1. Determine the percentage of total carcass weights of your hog kill which you will use for each method of cutting. For example, your kill is equal to 500,000 lbs. of chilled carcass weight. You decide that 100,000 lbs., or 20 per cent of the kill, is to be cut by one method; 200,000 lbs., or 40 per cent, by another method; 100,000 lbs., or 20 per cent by a

HOG CUTTING TEST—CARCASSES				
Carcass Grade.....	Average Carcass Weight.....	Type.....	Date.....	
PERCENTAGE OF EACH PRIMAL OR ROUGH CUT TO CHILLED CARCASS WEIGHT				
Number of Carcasses used in test.....	Total Carcass Weight used in test.....			
Primal or Rough Cut	Total weight	Average weight	Per cent	
Ham, rough, untrimmed				
Loins and fatback				
Belly and sparerib				
Shoulder, untrimmed				
Jowl, untrimmed				
Leaf fat (if left in carcass)				
Total				

third method, and another 100,000 lbs., or 20 per cent, by a method similar to one of the above but of different average carcass weight.

2. Multiply each of the yield figures for trimmed cuts applicable to each of the different methods of cutting by the percentage figure representing that portion of the total kill which is to be cut up by a specific method. These individual percentages will then represent the percentage of each trimmed cut to the total production of your kill.

3. List these percentages covering each method of cutting in relation to the total kill. Then you will have a breakdown of a composite hog carcass (on the basis of 100 lbs.) that represents all of your methods of cutting and all of the different grades and weights of carcasses in your total kill.

4. When combining these percentages, list all like items together. For example, if you are using four tests, there will be four percentages representing hams, four for shoulders, four for loins, four for bellies, four for jowls and four for fatbacks. One percentage figure for each of the remaining products can be computed and included. The average weight and grade for each cut should also be shown on this composite or cumulative cutting test.

5. If you have any need to know the total production of any cut from your kill, multiply the total dressed weight by the percentage figure for the cut for which you desire the total weight.

#### Use Several Weights

We cannot use, with any degree of accuracy, one cutting test as representative of the total kill, which may include several weights and several grades as well as more than one type. Therefore it becomes imperative that tests be made covering all of the different grades, weights and types of hogs that will appear in the kill. Unless different

weight groupings are preferred, I suggest that your tests be made on the following range and weight classifications: Hog carcasses, a 20-lb. range in carcass weight; beef carcasses, 50- to 60-lb. range; vealers, 25-lbs.; calves, 50 lbs., and lambs, not over a 10-lb. range in the carcass weights for each grade.

Before we really get to talking about costs and the determination of the cost of each cut there are several statements I should like to make. In the case of fats from any species of animals slaughtered, prices should be assigned to the fats instead of the products produced therefrom, such as lard and tallow. No costs should be calculated for offal or by-products but they should be given a market value and this value should be credited to the original cost of the live animals. Hog fat value should be determined by multiplying the market price of the lowest priced lard, as prime steam, by the rendering yield common to your method of operation. When making your tests, all fractional weights should be expressed in tenths of pounds instead of ounces, for convenience and simplicity. The suggestion is offered that your commercial weighing and billings likewise be based on tenths or hundredths of a pound.

Packinghouse operations allow for two main types of calculations when determining the cost of products. The first is based on contemplated purchases of live animals while the second is based on costs of the products which are derived from the purchases already made. In the first instance, you are building up to a figure that represents the amount you can afford to pay for the live animal, and it may be expressed by this formula: Yield of products multiplied by market replacement prices of each product, plus expense for operation, equal live animal price. This is the figure on which your buyer may base his bids.

Once the purchases are made and the

HOG CUTTING TEST—TRIMMED PORK CUTS				
Carcass Grade.....	Average Carcass Weight.....	Type.....	Date.....	
Rough Pork Cut.....	Percentage of this rough cut to carcass (A)			
Number of cuts used in test.....	Total weight of primal cuts used in test.....			
	(Based on weight of primal or rough cut)			
Trimmed Cuts	Total weight	Average weight	Percent of primal cut (B)	Percent of carcass (C)
Regular ham .....				
Facings and fat trimmings .....				
Feet (hind) .....				
Tail .....				
Lean trimmings .....				
C=A times B				

animals slaughtered, the really pertinent figure as related to your business is the cost of the product derived from your animals. This, also, may be expressed by a formula, as follows: Cost of carcasses (live animal cost less by-product credits), plus total expenses, divided by total weight of carcasses, equal per-pound carcass cost. This per-pound cost is then increased to a cwt. basis. If we assume that the carcasses

### HOG CUTTING TEST—OFFAL PRODUCTS

Carcass Grade		Average Carcass Weight
Type	.....	Date.....
Percentages of by-products and offal products to 100 pounds of carcass weight.		
Item	Average weight	Percent
Head bones.....		
Head fat.....		
Head, lean trimmings.....		
Ears.....		
Snouts.....		
Tongues.....		
Brains.....		
Face.....		
Liver.....		
Kidneys.....		
Heart.....		
Killing fat.....		
Casings.....		
Hair.....		
Grease fat.....		
Scrap.....		
Others, not listed...		

will be broken up into all the trimmed cuts corresponding to yields indicated in the "composite hog carcass" cutting test, this total cost per cwt. represents the amount you must obtain for each 100-lbs. of carcass in your kill in order to cover all of your expenditures.

To obtain this markup figure, which is to be added to the original cost of the carcass, I offer the following brief procedure:

1. Estimate the yearly expenses for all administration and office personnel and for sales organization at the plant, unless salesmen handle only specially manufactured or processed items.

2. Determine the yearly total salaries for all other plant help, except that in specified departments such as the sauge kitchen, and the canning, curing, and smoking departments, but include the wages of deliverymen, if such employees deliver from the plant and no special charge is made against the buyer to whom the products are delivered.

3. Compute yearly insurance premiums on plant and equipment.

4. Estimate yearly depreciation on all plant buildings and equipment.

5. Determine yearly charge for repairs and replacements.

6. Estimate yearly charges for utilities and advertising.

7. Calculate yearly charges for all supplies except for those directly connected with one of the exempted specified departments. Exclude the cost of special wrappings, films, and cartons, but include for all shipping containers.

8. Estimate yearly donations, bonuses, and interest.

9. Estimate all other expenses or disbursements not listed above or considered as a special operating or service cost chargeable to a specific product.

The resulting figure for your total yearly expense is divided into 52 equal parts or prorated in accordance with your estimated kill for each week of the year. To illustrate, if your expenses are expected to be \$520,000 a year, then your average expenditures for a week would be \$10,000. This \$10,000 must be added to the cost of the carcasses (raw material cost, less by-product value), to obtain the total cost of your products derived from one week's slaughter. To obtain the markup on 100 lbs. of carcass weight, first divide the total weekly dollar markup by actual or estimated carcass weight to get the markup per pound, then multiply by 100.

I should like to give my reasons for using this method to ascertain the cost of the amount of money you have invested in your products. The whole problem lies in the determination of a proper procedure to follow in making a distribution of moneys expended when a unit, such as a carcass, is broken up into many parts or cuts. And the objective of the entire operation is to dispose of all these individual cuts in such a manner that the total remuneration will cover the live animal cost plus the service and processing charges. A cost is attached to every action that takes place in making these cuts.

But against which cut or part can you properly levy these charges? When the feet are removed from hams, is the charge to be applied to the ham or feet, and if to both, in what proportion? Similar questions arise in practically all other operations. Expenses involved in boning a ham, in moving products through the plant, or in separating trimmings should not be charged to individual items. They should be charged against the whole hog, for the reason that all of the operations are performed in order to get the hogs from your pens into products that will have a merchandising or market demand.

Therefore, since it is necessary that many types of cuts be made in order to move the hog through the meat marketing channels, there seems to be complete justification for lumping all charges together and designating these charges as the necessary markup over and above the carcass cost.

### Prorating the Expenses

Given the cost of a carcass on a 100-lb. basis and the necessary charges for processing 100 lbs. of carcass, the next and final calculation is the prorating of these total expenditures to the individual cuts. The first step in this procedure is to compile the percentage data for the composite hog carcass, which represents the kill for which you are determining costs. Opposite each of these percentages, place a figure that represents the present or expected future market price for each of the individual cuts. Multiply the percentage by the price figure, then make a total of

### A Few of the 1500 NIMPA Conventioners

1. Seymour Goldberg, United Butchers' Supply, Toledo, O.
2. Louise S. Davis of the staffs of the National Association of Meat Processors and Wholesalers and NIMPA; Kathleen Rippert, NIMPA; Jean Larsen, NIMPA, and H. L. Sparks, H. L. Sparks and Co., order buyers of National Stock Yards, Ill.
3. Ernest Draheim, vice president, Daniels Manufacturing Co., Rhinelander, Wis.
4. G. C. Brunn, Baltimore Spice Co., Baltimore, Md.
5. Alfred C. Harris, general superintendent, Bloomington Packing Co., Inc., Bloomington, Ind., and Ted Brown, The Preservative Manufacturing Co., Brooklyn.
6. A. A. Hess, Continental Electric Co., Chicago.
7. C. Oscar Schmidt, president, Cincinnati Butchers' Supply Co.
8. William C. Rapp, president, Canada Casing Co., Chicago.
9. L. Slotkowski, manager, Slotkowski Sausage Co., Chicago; J. A. Julian, president, Julian Engineering Co., Chicago, and Joseph Slotkowski, owner, Slotkowski Sausage Co.
10. G. F. Frank, president, G. F. Frank & Sons, Inc., Cincinnati, O.
11. Paul T. Greene, sales manager, Air Induction Ice Bunker Corp., New York, and Mr. and Mrs. Ben Fineberg, president, Fineberg Packing Co., Memphis, Tenn.
12. Daniel Koss, secretary-treasurer, The Standard Casing Co., Inc., New York.
13. Goodyear Tire & Rubber Co., Pliofilm sales division, was represented by Ken Dvorak, St. Louis; D. R. Warren, Chicago, and H. C. Homer, Jr., Akron, O.
14. Mike Krauss, Independent Casing Co., Chicago, and J. G. Duetch, John Krauss, Inc., Jamaica, L. I., N. Y.
15. Seymour Oppenheimer, president, and R. R. Stigler, vice president, Transparent Package Co., Chicago, look over their ad on the cover of *The National Provisioner*.
16. Karl Schartel, superintendent, J. H. H. Voss Co., Inc., New York.
17. Ross A. Whitney, Chicago manager, and Henry O. Kirkpatrick, president, Coldmobile Co., Detroit.
18. W. B. Kruse, sales engineer, Burge Ice Machine Co., Chicago.
19. V. J. Velander, sales manager, Insto-Gas Corporation, Detroit, Mich.
20. Louis T. Hunter, chief engineer, Air Induction Ice Bunker Corp., New York.

all of these results. This total figure should equal the cost of 100 pounds of carcass plus the markup. If a difference occurs, the allotted prices of the individual cuts should be revised so that a new total will equal carcass cost plus markup.

When these total costs are balanced, the individual allotted price of each cut then represents the necessary selling price to cover all of your expenditures. Products which are not disposed of through current market channels are





then billed to the various processing departments at the prices allotted each cut. When there are additional processing charges, they are added to the cost of the raw material used in the new product, to determine its cost. These additional charges are obtained by studying the actual costs of labor and supplies needed to complete the processing of each item. If selling charges for the items have not been included in the overall markup, then they also should be added. If any over-runs or shrinkages occur during the processing, the necessary adjustments should be made in order to determine the average investment in these items.

A quick summation of procedures to follow when making cutting tests and pricing trimmed cuts is given in the following paragraphs.

1. Obtain total cost of raw material (live animal).
2. Deduct value of byproducts from this cost.
3. Divide this figure by total carcass weight to determine the average investment in one pound of carcass weight, and then convert this to a 100-lb. basis.
4. Divide the total expenses for a given period by total carcass weight to determine necessary markup on a pound, and then convert this to a 100-lb. basis.
5. Add carcass cost and markup to

## MEAT OF THE MEETING

1. Jim White of D. J. Gallagher, Chicago broker, with Ed Reilly, R. A. White, P. C. Jansen and A. A. Wallock, Miller & Hart, Inc., Chicago.
2. C. J. Muth, Packing House By-Products Co., Chicago, and Elmer R. Nickels, purchasing agent, Illinois Packing Co., Chicago.
3. Sami Svendsen, Chicago casing and pharmaceutical by-products broker.
4. G. E. Opitz, Cudahy Packing Co., Chicago; R. M. Byrnes, The Globe Co., H. S. McKee, Container Corporation of America; Fred Groth and E. McNeil, Postville Packing Co., Postville, Ia., and Frank Karsten, Karsten & Sons, Chicago.
5. Victor Langner, advertising manager, Marhoefer division, Kuhner Packing Co., Chicago, Ill.
6. A. H. Noelke, secretary-treasurer, Meat Industry Supply and Equipment Association, and Adele Conroy, assistant secretary.
7. Lester J. Lyons, partner, Sloman, Lyons Brokerage Co., New York.
8. Among those entertained by the H. J. Mayer & Sons Co. staff were Mrs. John M. Kay; Mrs. F. F. Brewer and F. F. Brewer, president, Wallace Meat Co., Wallace, Ida.; John M. Kay, sales manager, P. E. Holt Sons Co., Charleston, W. Va.; W. M. Elliott, general manager, White Packing Co., Salisbury, N. C., and A. H. Snider, jr., of the White company.
9. Irene Johnson, S. R. Jones and P. G. Phillips of Custom Food Products, Inc.; J. Garland Jones and J. E. Upham, Jones Sausage Co., Raleigh, N. C.

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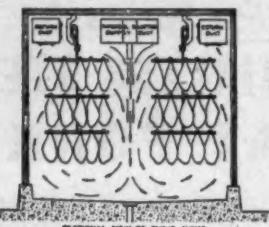
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determine actual investment in products from 100 lbs. of carcass.

6. Multiply percentages in the cutting test of the "Composite hog carcass" by market and other prices, so that the total of the products of these multiplications equals the cost of carcass plus markup.

7. Results will show the necessary selling prices of individual items based on your current and estimated disbursements in order to cover all expenditures. Higher selling prices should produce a profit; lower prices a loss. Cost systems do not guarantee a profit. They simply indicate how much you are making or losing and where.

### Tonnage Method Preferred

The method outlined for use in the tonnage method of computing markups, to my mind, is preferable to the percentage method. When you use a percentage markup you have several variables to work with, such as the cost of the live animal, expenses, change in volume of kill and change in percentage of markup. The tonnage method of determining markup has only two variables—a change in tonnage and a change in expenses—and, if neither changes, the markup is the same, even though there is a change in live animal prices.

There are many phases of the subject on which I have not touched, but to do so would require much more time than has been allotted for this discussion. Before answering questions—if you have any—I should like to tell you something about the retailing of prepackaged meats. My remarks about prepackaging will not be along the line of telling you how to operate a self-service meat department, but about the parts the slaughterer, the packer, and the processor have in this new method of merchandising meats. Most packers, and perhaps most retailers, believe there is a distinct line of demarcation between the two. But it seems to me the only difference is the ownership and management of two processing operations that are necessary to get the live animal from the stockyards in such a form as to enable the housewife to serve her family with meat.

### Processing and Retailing

Both processing and retailing of meat are necessary in the distribution system, and the packer and retailer should regard each other as a needed co-worker. From a broad point of view, it may be said that the retailer depends on the commission, or markup, which the packer and the consumer allow him to take. Squeezing the retailer by forcing up prices and requiring him to reduce his markups, when there is a consumer resistance to higher prices, might ultimately force the retailer to discontinue handling your products. In contrast, such squeezing might also bring about highly desirable results by the inauguration of more efficiency in the distribution field. The retailer, like yourselves, does not really sell meat; he

## NEWLY ELECTED NIMPA OFFICERS AND DIRECTORS

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**DIRECTORS**: **Central Division** (terms expiring 1952): L. E. Kahn, vice president, E. Kahn's Sons Co., Cincinnati, O.; Oscar Emge, partner, Emge Packing Co., Fort Branch, Ind., and L. E. Liebmann, president, Liebmann Packing Co., Green Bay, Wis.

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piring 1950, Otto Stelling, Loschke & Stelling Meat Co., Kansas City, Kans. **Eastern Division** (terms expiring 1952): W. L. Medford, president, Medford's, Inc., Chester, Pa.; B. C. Dickinson, president, Louis Burk, Inc., Philadelphia, and F. M. Tobin, president, Tobin Packing Company, Rochester, N. Y.

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sells only his services, which are necessary to get your product into such a form as the consumer will accept.

There has been some tendency on the part of many packers to overlook their responsibility for determining the product the consumer wants and is willing to buy. With the coming of self-service your product must sell itself, for there is no salesman to assist the housewife in making her selections. In his place, we now have an open top refrigerated case. Instead of sales talk, what does the housewife now depend on? What brings about repeat purchases? The answer is—attractive, well-arranged displays, properly identified items, a complete line of stock, and, last but not least, the amount of confidence one can place in labels and grade and brand names. Once a buyer has been "gypped" in a self-service market, you and the retailer have lost a customer and, if many such instances occur, this "no sale" loss will be reflected back to you and clear down to the farmer. What I am trying to impress upon you is that your names and brands are at stake. This is especially true if you are packing your products in a type of container that requires no rewrapping. Fold-in ends of bacon,

brisket ends, or fat pieces intermixed with the desirable slices of bacon must be eliminated if you wish to retain your reputation.

I should like to suggest another thought for consideration—if your prices for consumer-wrapped items are raised to such an extent that the increase exceeds the retailer's cost for packaging the same product, then the packaging will shift from your hands to the retailers'. The retailer in a self-service store must keep his employees who wrap meat busy; therefore, if he can save money by doing some of the wrapping that you are now performing, he will surely do it. Also, remember that your brand or plant name on an inferior product or lower-grade product is of no advantage in a self-service meat department, for there is no one there to tell the consumer of the merits of a product that is not of the first grade. Today most patrons of self-service stores expect the best quality at all times.

*(The Tuesday morning meeting recessed for luncheon and on reconvening heard the talk of John E. Thompson on lard which begins on page 115.)*

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# PRACTICAL WAYS TO HELP LARD

**J**OHN E. THOMPSON: For some time I have had a hobby within my work. I have derived a lot of personal satisfaction from this hobby of seeking ways and means of improving lard. I have enjoyed discussing the subject with many of my good friends of NIMPA, and I hope that I have been able to leave a valuable suggestion in return for each that I received.

The old adage about the world beating a path to the door of the fellow who made a better mousetrap will have to be changed in regard to lard. Our mousetrap seems to have lost its snap. Do you remember the good old days when cotton oil products were known as lard substitutes? Wouldn't we be happy now if we could get lard substituted for the substitute?

In the past two generations, the once-splendid market for animal fats has been attacked by many enemies and seems to have lost to all of them:

1. Increased production of cottonseed oil and, more spectacularly, soybean oil has increased the supply of food fats. In addition to this, exportation of food fats has dropped. In the 1920's this country, according to figures compiled by our friend, Howard Greer, exported fully half its commercial lard production. Preliminary figures for the October 1948-March 1949 period show 208,000,000 lbs. exported out of 1,052,000,000 produced under MID. To this must be added the vast quantity produced by intra-state packers.

2. Lack of adequate basic research has left animal fats far behind the more progressive vegetable and petroleum industries. Advanced engineering in the vegetable oil field has given these food fats a head and shoulders advantage in customer preference. New uses for petroleum and its by-products appear every day to prove the wisdom of the spending by these people for research. Outstanding are several of their developments that plague us now, as the synthetic detergents that are replacing soap, synthetic glycerine by the Shell Development Corporation process and the many emulsifiers our baker customers are using. The suggested Congressional appropriation of \$200,000 to find new markets for animal fats and oils sounds like a step in the right



J. THOMPSON

direction. Let's hope it's not too little, too late.

3. Having once produced a satisfactory product technologically, shortening producers exploited their advantages in consistent and well-planned advertising. From figures shown to me by an advertising agency here in Chicago, approximately 70 per cent of the housewives stock shortening in their homes regardless of their income class while only 27 per cent stock lard regularly.

4. Our animal fats and oils also suffer a disadvantage compared to other food fats because of restrictive government regulations. Under the application of the Food & Drug Act only the final product is considered regardless of the process employed. MID insists on supervision of each step in each process and in everything but the pedigree of the animal. NIMPA can and should take some action to equalize the situation, but I emphasize that I wouldn't like to see this done by saddling our competition with regulations and red tape to match our own.

## Situation Isn't Hopeless

Don't sell lard short. It has plenty of excellent properties that make it an outstanding shortening in any league.

Science has demonstrated that certain unsaturated fats are essential to healthful living, and lard is an abundant natural source of these.

Dry rendered lard contains natural emulsifiers and phosphatides that can be capitalized upon. This property alone makes lard a superior shortening for bread and raised products.

Good, bland, neutral lard is the best material for margarine. In the Scandinavian countries I recently visited, nearly all of their margarine stock is of animal origin. They had the finest margarine I have ever tasted.

For that matter, why not use good lard as a spread for bread? It's nutritious and always lower in cost than butter. Some people have forgotten this possibility. Why not try to sell the idea?

Without a pessimistic attitude in our sales program, I think we can accomplish something. Let's take another look at lard before we throw it over. A man

Speaker

**John E. Thompson, Reliable Packing Co.**

caught trying to sell lard without a license was hauled before the commissioner. "Don't you know," asked the commissioner, "you can't sell lard without a license?" "Boss," replied the culprit, "that explains it. I found I couldn't sell none, but I didn't know why before you told me."

New methods, techniques and processes for handling lard become available every day. You, personally, may have had a hand in some of this. The industry is, at long last, awakening to the need for a better animal shortening.

Rendering technique and equipment have improved. New processes, like the Titan expulsor explained to your convention two years ago by Vagn Jespersen, is an outstanding example of a new method. I believe that the rendering indicator we developed in our plant to detect the proper end point for dry rendering is an example of improved technique applied to the existing process.

Refining of lard to the snow-white color and mild flavor demanded by modern customers is the subject of much investigation and many new methods. Caustic refining and clay bleaching are old methods that are now being brought up to their scientific best. The use of centrifugal clarification for lard is commercially practical for even the smallest producer. We have worked out such a process with one of the associate members displaying in the outer hall.

## Continuous Deodorization

Deodorization to produce bland or very mildly flavored lard is a comparatively recent development. It is an old process in the vegetable oil field, however. Several of our members are now employing deodorization or are contemplating it. Bud Kahn's plant is an outstanding example of the fine work in this direction. We are just completing production tests in our plant on a continuous deodorization system of my own design. The commercial chemical engineers told me that it could not be done, so I did it just out of orneriness. Smoke point, and consequently, the frying quality of lard, is greatly improved by deodorization.

Hydrogenation, or the addition of hydrogenated flakes to lard, to harden

it for better shelf behavior and for uniform consistency is another development that originated in the vegetable oil field. At the present time, only medium sized and larger plants do their own hydrogenation, but the uses of flakes is something available to all packers. It merits your investigation.

Antioxidants to improve the keeping quality are new characters of recent years. Some of these products not only make it possible to store lard for extended periods without refrigeration and without danger of rancidity, but also carry some of their properties over into your customers' products. Cookies and crackers baked with treated lard will keep on the grocer's shelf without danger of rancidity.

Unforeseen possibilities lie in the development work being done with emulsifiers in connection with lard and shortenings. Some say that these chemicals will displace lard from the market. Others feel that the properties are so improved by the use of emulsifiers that the market for lard will be widened. Only time will tell. At the present time only the mono- and di-glyceride types of emulsifiers are legally permitted in lard, and the use of these is restricted by patents.

#### Long-Range Outlook for Lard

I will venture a long-range prediction, which I don't expect to come to pass within the memories of those of us here. Lard and other natural agriculturally produced fats are our really endless source of oil. Should unwise use cause petroleum and coal resources to go, as some engineers say, these may become the scarce commodities, and the products of agriculture the prime source of lubricants and many chemicals now made from cheap petroleum.

I promised to tell a little bit about my trip to Denmark and the other Scandinavian countries. I enjoyed the opportunity to study their packinghouse methods at first hand and found the people extremely cooperative. One obvious item was the Danish and Swedish lard that was much superior in quality to the American average. In every plant I visited I asked more than a polite number of questions in an effort to discover their secret for fine lard making. I believe that I discovered that secret but it wasn't the answer I expected at all. It was one of those obvious things you don't see because you are so close to it.

Their secret doesn't lie in revolutionary equipment or anything of the sort. Their success stems, I believe, from a mixture of scientific control and the contest spirit. We can, in NIMPA, make use of this for our advancement. In Denmark, for example, 85 plants submit samples of their lard weekly to a cooperative, controlled laboratory where a scientific examination is made of the sample and a comparative report is made to the participant. Only lard that meets certain rigid standards on such points as stability is permitted to be exported, as the reputation of the coun-

#### SUPPLIERS SET OUT THE WELCOME MAT

1. AMERICAN CAN CO.: Front, left to right: D. B. Craver, sales division manager; T. F. Reese, sales; H. A. Pinney, assistant to vice president, and V. K. Shuttleworth, assistant general manager sales, New York. Standing, G. H. McDonnell, technologist; E. G. Weimer, assistant sales manager; E. E. Finnegan, sales meat division; W. C. Schultz, district sales manager, Waterloo, Ia.; B. R. Wood, sales division manager, and F. B. Newcomb, metropolitan sales manager, Chicago.

2. CUSTOM FOOD PRODUCTS, INC.: Seated: F. J. Potts, Mrs. P. G. Phillips, Agnes Giraldi, Roy L. Storck, secretary; Erna Nelson, W. E. Kicker, president, and M. J. Phee. Second row, J. P. Swift, B. G. Whisler, A. R. Goodson, treasurer; J. W. Jones, vice president; J. L. Altenau, J. A. Akins and J. E. Brown. In rear, W. E. Conway, P. G. Phillips and T. D. Young.

3. PRESERVALINE MANUFACTURING CO.: Seated: Robert Kenyon, Jerry Nassau, Tim Halpin and Andrew J. Schnell. Standing, Dick Drees, Ben Miller, Alvin Schaffner, Lee J. Kenyon, president, and Joe Ryan.

4. KEYSTONE BROKERAGE CO.: Left to right: Bert Petersen, Chicago; J. H. Petersen, Chicago; S. Wolf, San Francisco; Jean Hosmer, Philadelphia, and W. Robertson, president, Chicago.

5. THE ALLBRIGHT-NELL CO.: Seated: F. C. Gribbon, E. E. Bright, F. E. Oldenburg, N. J. Allbright, A. O. Lundell, T. Christensen, T. W. Waller and L. E. Lambert. Standing, H. A. Scherer, H. A. Wright, J. Wainwright, K. D. Kubbaugh, J. H. Shaffer, H. K. Lindstrom, H. O. Hague, I. Novak, H. Olson, R. W. Ilsley and B. S. Harrington, Jr.

6. BASIC FOOD MATERIALS, INC.: Left to right: Ray F. Beerd, president, and D. L. Gruber, sales, both of Basic Food Materials, Inc., Vermilion, O.; A. T. Chermak and Harvey Zutz, both of Chermak Harvey Sausage Co., Manitowoc, Wis., and Hollen A. Grade, sales, Basic Food Materials.

7. U. S. COLD STORAGE CORP.: Seated: C. R. Vann, president, Ohio Natural Casing & Supply Co., Newark, O.; John Bugner, P. Brennan Co., Chicago;

Elmer Spath, Agar Packing & Provision Corp., Chicago, and J. Schmidt, general superintendent, P. Brennan Co. Standing, R. M. Conners, vice president, U. S. Cold Storage; F. V. Boyle, Tupman Thurlow Co., Inc., Chicago; T. E. Evans, and E. E. Aird, both of U. S. Cold Storage; J. F. Hurley, Leeds Meat Co., Chicago; Tom M. Walter, John T. Shaughnessy and H. G. Burrows, all of U. S. Cold Storage.

8. CINCINNATI BUTCHERS' SUPPLY CO.: Seated, left to right: Mrs. W. J. Farley, jr., Farley Sausage Co., LaCrosse, Wis.; William H. Hill, Detroit Packing Co., Detroit, Mich.; Herman C. Schmidt, chairman of the board, C. Oscar Schmidt, president, and Fred W. Stothfang, sales manager, all of the Boss Company. Standing, E. M. Kahn, Paul Wilson, C. W. Miller, Carl Schwing, sr., and William C. Schmidt, vice president, all of Cincinnati Butchers'; Theodore Hosnedle, Crest Food Products Co., Detroit; J. A. Kratage, Detroit; E. L. Daly, George McSweeney and Walter Hammann, Chicago manager, all of Cincinnati Butchers'.

9. WM. J. STANGE CO.: Seated, left to right: Aladar Fonyo, W. B. Durling, president, E. J. Marum, sales manager, and Dave Nay, Standing, T. N. Lind, sr., T. N. Lind, jr., F. K. Koepke, advertising manager; PeeWee Hughes, Phil Jones, Vern Berry, Ed Schoenfeld and Bill Kimball.

10. JOHN E. SMITH'S SONS CO.: Seated, left to right: Baldwin Smith, vice president; J. B. Sabean, vice president; Harold E. Smith, president, and Walter J. Richter, vice president. Standing, H. K. Hirsch, H. L. Hunn, treasurer; Edward P. Vail, and Jack Dowding.

11. WIXON SPICE CO.: Seated, left to right: S. A. Mayer, H. J. Mayer & Sons Co., Chicago; J. B. Bond, and E. G. Otton, both of Wixon Spice Co., Chicago. Standing, A. J. Bartlett, Wixon Spice; Donald Alferi, sales manager, Alferi Laboratories, Inc., Neenah, Wis.; Carl A. Bruch, spice broker, and A. P. Voaden, Wixon Spice.

12. PREMIER CASING CO.: Seated, left to right: L. C. Stix, jr.; Al Weil, Jack Shribman and Dan Summer. Standing, Bob Bechstein, Mike Weglein and Anton Heilig.

try is at stake. From the comparative report, each manager can see how his products compare with those of his neighbor. The contest spirit helps here.

I repeat that we can make use of this secret in NIMPA. That, of course, takes action, and action is what I have in mind now. We must learn to walk before we can hope to run, however, so I suggest that we take it easy at first but by all means take the first step now.

Let's take a lesson from the handling of our own housing situation. It is noted that instead of holding a conference and appointing committees to relieve the housing shortage, the birds are busy building nests.

I propose the recognition of the small industrial laboratory we now have oper-

ating in our plant as the temporary official lab for NIMPA. It has the bare essentials of equipment and the personnel to do an efficient, inexpensive job of objectively examining lard samples.

I am asking the cooperation of 50 to 100 NIMPA members who make lard to submit regularly samples of their 1-lb. consumer package for examination each month for a period of one year. The examination would include testing for free fatty acid, smoke point, stability against rancidity, color, consistency and possibly flavor of each sample each month. I have made a short motion picture showing these tests.

*(A motion picture was shown on the method suggested for conducting tests*



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on the color, rancidity and other characteristics of lard.)

A report would be rendered to all cooperating members showing the test results of all the samples with their own identified by means of a simple code notation. This report can be a powerful control tool to you as manager to keep your operation on an even keel. Frank Campus, president of Polymer Industries, Inc., made this observation: "Quality is never an accident. It is the result of discriminating judgments brought to skilful execution through scientific efforts maintained by careful supervision."

Cooperating members would also be allowed some number of extra samples on which they would receive a confidential report. I visualize this as an auxiliary tool to help you check a new technique or machine, check a competitor's product, or possibly to assist your trouble-shooting. Never has there been a higher premium on efficiency in the evaluation of new methods, for their number is becoming legion and the cost of error very great.

William B. Bell, president of American Cyanamid, made this amusing observation: "I have sometimes thought that the most useful and beautiful piece of research would be to work out some formula by which having put into a test tube a bright idea together with so many units of labor, so many of raw material, so many of selling cost, some of market price, some of popular favor, a bit of taxation acid, and a few units of government interference, one might boil the contents five minutes. If the solution turned green, the product should go right ahead; if red, abandoned; if white, defer for further study."

Since neither an appropriate sort of divining rod nor the wonderful formula suggested by Mr. Bell are available for the selection of the lard most likely to succeed, I have made this alternative suggestion. Each cooperator would be asked to pay a \$100 laboratory fee. The real cost of the service can only be determined after a trial period of a year is completed. I'll gamble on this \$100 being enough and can assure you of its being less than a comparable commercial laboratory charge. We may as well try this thing out. Everything is being done these days. Philco recently honored its Fairbanks, Alaska, dealer for having sold a refrigerator to an Eskimo with the thermometer at 43 degs. below zero.

At the end of a year after you have examined 12 monthly reports if it is advisable to expand or discontinue the services, let us talk it over again. The expansion possibilities for a NIMPA laboratory are unlimited. One promising field is the inedible fats. A good laboratory for testing inedible fats and by-products for control purposes and in trading is certainly desirable, but let's grow slowly and firmly.

I have sought and obtained the approval of the board of directors to commence this project. Our president, Mr.

Heinemann, will announce it in an early bulletin for the benefit of those members not able to attend this session.

**C. B. HEINEMANN:** Gentlemen, if you don't have some questions to ask John, you simply haven't been listening. Who but John Thompson, the son of Earl, would come before this group with a proposition of this kind, where we are risking nothing and being offered an opportunity to participate in something so badly needed by the industry and by our group? Now, are there any questions?

**HOWARD FIROR:** Mr. Thompson, you are in Chicago. Is that correct?

**JOHN THOMPSON:** That is correct.

**HOWARD FIROR:** Would the shipping of samples from the eastern coast or from the western coast have any bearing on the results that would be obtained in your laboratory?

**JOHN THOMPSON:** There might be some small difference between samples that were collected from nearby and those from a distance, but if our quality is anything like what it should be that difference should be very, very small. If we cannot make lard that will stand shipment from New Mexico to Maine without seriously altering its condition we have no business shipping lard interstate between those points.

**WILBUR LA ROE:** May I ask the \$64 question? After the meat packer gets his sample back showing that his lard is inferior to others as to smoke point or consistency, what is the next step? In other words, he might not know what to do after he got that report.

**JOHN THOMPSON:** There is no great shortage of information on good rendering technique. I don't think there are many of us who are managers of lard producing plants who are too short of that information. We could, as a laboratory, furnish some sort of consulting service that could be done by mail. It wouldn't take a great deal of time. But I think one of the big merits will lie in bringing to the attention of the top managements in our plants just what the condition of their product is, so that they may in turn go to their supervisors and seek explanations.

**C. B. HEINEMANN:** Before we call on the next speaker I have two little

announcements. First, at the southwestern division meeting Chris Finkbeiner bragged so much about a hog splitting saw he got everybody's curiosity aroused, and as a result I asked the man who is distributing the saw in this country if he would bring one to this convention and make it available for your observation and inspection and give you such information as you may want. That man, Matt H. Brown of the Great Falls Meat Co., who is the mid-western division vice president, has brought one of these saws, and at the conclusion of today's session it will be here for your inspection.

For the other announcement I should like to ask the gentleman from Texas to come up here. At our board meeting last fall I was authorized to arrange for the employment of a field service man, to be known as a contact man, and as a result of the process of elimination and examination we employed Harry W. Twedell. I doubt if there is a better posted operating man in the audience here today. I want you gentlemen all to know Mr. Twedell and to know that he is NIMPA's field contact man. If, as and when you have operating troubles, let us know so we can arrange his itinerary. We will do our best to share his knowledge and experience with you so that NIMPA members may benefit from it.

**C. B. HEINEMANN:** The concluding speaker of the day is a young man who is known to many of you folks here and he came to this program by a devious method. After he completed his schooling in Indianapolis, he entered the employment of Kingan & Co., later on going into the supply end of the meat packing business where he became a man with more than a local reputation. When it was suggested that we have on the program someone qualified to suggest a solution of certain of our packaging problems, strangely enough we were unable to get in contact immediately with a man of that type until some of his competitors came forward and said, "There is no other man in these United States who can present this better than our worthy competitor." If that isn't a very high recommendation, I don't know how you would classify it. It is with extreme pleasure that I introduce Jim Baker.

#### LADIES' CENTER

While their husbands were busy attending meetings or inspecting the exhibits, wives were treated to a round of pleasant social activities. This carpeted area in the foyer was set aside exclusively for the ladies. Here they gathered for their various activities, renewed old acquaintances and made new ones.



# PACKAGING PROBLEMS AND SOLUTIONS

**JIM BAKER:** I think we have to recognize in tackling any packaging problem that it is something that changes all the time; that just as soon as we find the answer to one problem, there are a number of others that rise to take its place.

It is obviously impossible to discuss all of the many packaging problems in which you may have an interest and their many possible solutions in the time permitted. The technical problems of packaging alone are so numerous and vary so widely that a general discussion of them in a session such as this is not likely to produce many solutions you can take home with you and apply in your individual businesses. In this discussion I have an idea that you would prefer to dispose of most of the technical problems in a typically executive manner—by delegating them to subordinates or technical representatives of suppliers who are in a position to deal with them on a specific basis. I suspect that, as management men, you may sometimes become involved more than you need to in the technical problems of packaging when actually you should be devoting more time to sales and merchandising phases.

As an industry you are probably rather weary by now of having various and sundry spokesmen point out that those in the meat industry must become more package and merchandising minded, that they have to put aside the old way of doing things and become more like their brothers in the cereal business, the cookie and cracker business, the candy business and many other food industries which have proceeded beyond the "cracker barrel" phase of their packaging development into the full bloom of big league package merchandising. I personally plead guilty to having been a party to such exhortations through the years.

Many spokesmen step lightly aside when technical difficulties involved in your packaging problems are to be discussed. Having undertaken numerous technical demonstrations in many of the plants represented here today, and having, in the same places, conducted volatile discourses on technical matters relating to packaging, I plead not guilty



JIM BAKER

on this point. It is not my desire today discreetly to sidestep a renewed discussion of these technical problems but rather to discuss and emphasize the problems which I feel warrant more important consideration in the area of management activity.

As I view it, many of the technical problems that we parked on the shelf at the beginning of the war have not changed very much. Certainly, there has been a lot of technical improvement but the problems are pretty much the same.

Whether it was the goading of packaging propagandists, or a matter of natural evolution, or the development of more skill by dealers in retail meat merchandising or a combination of all three, packaging has at least outgrown its former place in the meat industry as an incidental factor in general sales promotion activities. It is now qualified to receive the attention of top brass. Today you are faced with selling problems which, in retrospect, make wartime production and supply problems seem relatively simple. It's still a problem of production. But now it has to do with manufacturing customers for your plant's output.

## Packaging's Vital Role

Packaging, merchandising and advertising must be viewed as investments for sales just as plants and machinery and personnel are investments for production. Many of you are discovering that the general health of your respective companies rests, to a large degree, in your customer position as much as your cash position.

As an advertising agency our firm has more than an average interest in packaging as it pertains to product merchandising. This might be attributed to the fact that I spent several years in the packaging business. But more than this, I think it is our realization that good packaging and sound merchandising are prerequisites for successful advertising. We have discovered that there are a number of advertisers in this country who have spent sizable sums for advertising long before their product has been properly developed to its most marketable form, before their product has been properly styled or packaged to win adequate consumer acceptance and before they have made proper plans

## Speaker

**Jim Baker, Jim Baker Associates, Inc.**

for merchandising their product. Failure to balance these portions of their sales effort means that they expect advertising dollars to do an impossible job. We have found it advisable in some instances to recommend to such concerns that they reduce their advertising expenditures for a period and use the money to improve their product, their packaging and their merchandising, so they may look forward to getting a better return on their advertising investment.

## Problem for Management

There are a number of general packaging problems which require the attention and direction of meat packer management personnel. They are matters which relate to the use of packaging as a management tool in the same sense that plant facilities, equipment, production personnel, salesmen and capital are employed as management tools to fashion a dynamic and successful operation. I should like to discuss four of these packaging problems briefly this afternoon and consider with you some possible solutions.

Here they are: 1. How to use packaging as a sales tool; 2. How to get good package design; 3. How to merchandise your packages, and 4. What to do about self-service meats.

First let's take a look at the problem of how to use packaging as a sales tool. We may assume, I think, at the outset that the use of packaging as a sales tool has been the motivating force for the development of most improvements in packaging materials, package design and packaging engineering. First came the problem of getting a product to the market in salable condition. After that came the problem of how to combine product protection with economy and sales appeal.

I think it is fair to say that every packer represented in this room knows how to produce good manufactured items. I mention manufactured products because they are associated with most of the packaging problems which have to do with sales and merchandising. There is little mystery these days concerning the manufacture of good meat products for anyone who wants to learn. Within the past 12 years I have had an opportunity to visit almost every meat



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packing establishment in this country. During those travels I recall that I met only two meat packers who volunteered the information that they deliberately made second-rate merchandise. Therefore, we may presume that since every packer knows how to make good merchandise, and only two packers admit they don't, everyone else in the business does make good merchandise.

Then, manufacturing good products is not your principal problem. Your big problem is learning how to sell a good product for what it is worth. Good packaging can be a very effective tool with which to help solve this sales problem.

There are meat packers who boast about their superior cure and the wonderful quality of their smoked meats, but when I ask them how they market them they show me something like this (holding up samples of smoked picnic in stockinette). Probably all of you have heard the famous Red Motley question and answer, "You know what happened to the girl who wore cotton stockings?—Nothing." Too many packers still send their products to market in cotton stocking packaging and wonder why, even with superior quality, they always have to be a shade under the market in order to get the business. I don't know anything about the quality of this particular piece of meat, but if somebody is trying to camouflage its quality in this little package he is certainly doing admirably well.

### Packaging Adds Sales Value

The best packaging in the world cannot guarantee a satisfactory profit for a product. But good packaging does add sales value to a product which is manifested at the retail level in the form of faster turnover. Any intelligent retailer will admit that a product which turns over faster in his store is worth more to him than one which turns more slowly. Consumers prefer packaged, branded merchandise. These facts should be a part of your sales talk to the dealer. Start with talk about product features and quality, but use the rest of your selling tools and you'll make better sales and bigger ones. Talk about your package that makes the product sell faster in the store. If your package has unusual or unique features, talk about them. If you have a merchandising plan built around your package, talk about it. If your consumer advertising features your packaged product, tell the dealers. These are the tools you have to raise the value of your proposition to the level of your fair asking price. If you have them and don't use them the poor sale which results is your fault. Don't expect the dealer to remind you of the extras you have to offer.

Smart retailers know those extras you offer are important because they know how important impulse sales are in modern retail food merchandising and good packages ring up more impulse sales. I saw some figures the other day on sales for 1947 in the retail markets spotted around this country which indicated that more than 38 per

cent of all sales were unplanned or impulse sales. It is understood that the figure for 1948 will be even higher, so you can get an idea of how important it is to provide your product with the kind of come-on which gives it impulse appeal.

Even some of the chains which formerly concentrated on the promotion of private brands now recognize the desirability of featuring packaged advertised brands which have won consumer acceptance. Here's what Mr. Joe Hall, president of Kroger Co., said in a speech some months ago. "We operate a merchandising democracy. Our public, the consumer, votes every day. Each brand is a candidate and it is elected by being selected. The winning brand is the brand with the most customer choices, and we do not stuff the ballot box—our cash registers are guaranteed to give an honest count."

If a food chain should suddenly stop handling Campbell's Soup the damage to the soup company would not be irreparable because Campbell, not the chain, owns the market for Campbell's Soup, and a lot of chains have to handle the product whether they like it or not. Most of them like it because it sells. It walks out of the store with very little effort on their part. A good product, good packaging, with strong brand identification, and consistent advertising have given Campbell ownership of the market for their product.

Ownership of a market, even a local one, for your manufactured products should be a primary objective for every one of you. That means telling your story skilfully and thoroughly to the consumers who can make up your market.

Good packaging is a potent selling tool with which you can sell the benefits of your merchandise to the consumer. She sees your package in the store. She sees it again when she takes it home. Don't assume that just because you make a good product consumers are going to inconvenience themselves greatly to buy it. News about products of unusual quality does get around, but not fast enough to build volume quickly. People have a habit of falling in love with themselves at a very early age, which usually marks the beginning of a life-long love affair. People are primarily interested in themselves, not in us, our particular products nor our sales problems.

### Tell Product's Advantages

If I were a packer marketing a product I think I'd ask myself this question, "Why should anyone want to buy this particular product of mine?" Then I'd try to find the answers and then find a way of getting those answers to my salesmen, my dealers and the consumers in my marketing area just as fast as I could.

As I look at my product I might set down some notes like this: It tastes good. People who try it like it. It is carefully made from selected ingredients. It is made according to an un-

usual recipe. It is always uniform in quality. It has many uses. It is economical to use. It is easy to fix.

If all of those things are true then I would certainly want my salesmen, dealers and the consumers in my market area to know about them. And so would you. You can scarcely expect all of those people to find out about all of these advantages by themselves. They are just not going to do it.

Obviously, the story of your product's advantages should be told in your advertising, but why not tell it on the package too? Of course, you may have to eliminate some points and concentrate on the strongest ones because of space limitation.

At the moment of sale the consumer is deciding whether to buy your product or a competitor's or some other item. Can you think of a better place to remind her of your product's advantages? A brief message on your package could tip the sale your way.

Oddly enough, there are still plenty of sales managers who assume that all of their salesmen are permanently sold on their products and fail to consider the need for reselling them. A better package for your product which gives the salesman a new angle for approach can stimulate new enthusiasm for the product which in turn can't help but produce more sales.

### Keep Selling Sales Force

I think that one of the first things to do in using good packaging as a selling tool is to be sure that when you adopt an improved package your own sales organization knows about the package change, why it was made and what it is supposed to accomplish. Your regular sales meeting or, better still, a special sales meeting can well be used for this purpose. Give your salesmen something to show the dealers, to talk to the dealer about to gain a wider display of your merchandise. Sales kits with illustrations of the new packages, display ideas and proofs of consumer advertising featuring the packages are excellent. If practical, let your salesmen carry samples of the new package, so that he goes in with a little different pitch. If you fellows have ever traveled with your packinghouse salesmen I think you know the deal goes something like this:

"Good morning, Joe. I have a piece of meat tagged for you down in the cooler. I see you are short of wiener. Good-bye. I'll see you tomorrow."

That is a packinghouse salesman's call. Why? Because the salesman hasn't anything else to talk about. That boy needs something when he goes in there to make a call on that dealer. Don't forget that he is there in competition with six, eight or ten other packinghouse salesmen, everyone with the same story. There is nothing new for these packinghouse salesmen to talk about, and I think a package can be intelligently used to help him change his sales story.

You may or may not be surprised to

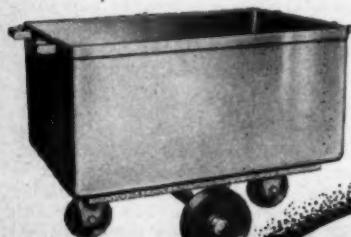
learn that there are some packers who have gone to considerable expense in completely redesigning their package line and who permitted the new packages to go into the market piecemeal without advising their salesmen, their dealers or consumers that a packaging change was being made. Some of these package changes were major changes, too. You can imagine the effect on the morale of the packer salesman who walks into a dealer's store and the dealer shows him the new package for the first time and asks him, "Why the change?" and, of course, any chance to use the new package for consumer promotion purposes has in such cases been pitched out the window. The salesman loses confidence in his employer.

Does this sound like something that couldn't happen with an alert packing-house management? It could happen and it has. There are some firms represented right here in this room who have introduced packages to the market in just that way.

Now let's consider the problem of how to get good package design. Things are moving along pretty fast. If we cannot stay with them we have to move over and get out of the way. In viewing this problem I think we should recognize that right now packaging progress is proceeding at a faster pace than ever before in our history. Style changes are more frequent, which often causes older packages to appear obsolete. We should also recognize that a successful package is usually not a static thing. It should

## Keep Supply Lines Open

- Left to right are A. M. Jourdan, president, and F. D. Wetzel, manager, Jourdan Process Cooker Co., Chicago.
- John H. Downer and B. R. Taylor, sales representatives, The Exact Weight Scale Co., Columbus, O.
- Members of Allied Manufacturing Co., Des Moines, Ia.: H. D. Gitter, sales manager; S. D. Braun, president, and A. D. Dickson, sales department.
- P. G. Markham, southern representative; J. M. Weyer, president, and Jack Haug, western representative, all of Van Loan & Co., Inc., New York city.
- Jack Pendexter, sales, H. P. Smith Paper Co., Chicago, and V. J. Sheridan, sales manager, Traver Corporation.
- Holly Molding Devices, Inc., Chicago, was represented by E. W. M. Bennett, Adam Grossart, and S. E. Olson, regional sales manager.
- Harvey W. Werncke, vice president and sales manager, *The National Provisioner*, and George McDonald, sales engineer, Corn Products Sales Co.
- H. G. Holcomb, district sales manager; Harold Cagle, Chicago manager, and John W. Pozerryki, works manager, all of Cube Steak Machine, Needham Heights, Mass.
- W. A. "Bill" Gebhardt, president, Advanced Engineering Corp., Milwaukee Wis., and Alvin Wagner, owner, Wagner Sausage Co., Milwaukee.
- E. A. Thiele, vice president, and J. R. Tranter, president, Kold-Hold Manufacturing Co., Lansing, Mich.
- Sales chemists of a new lard antioxidant for Universal Oil Products Co., Chicago, pictured are Harry E. Whitemore and Dr. C. D. Lowry, jr.
- Mrs. M. O. Simpson, president, and E. T. Conaway, sales engineer, Mixers Inc., Philadelphia, Pa.
- Members of the Josam Manufacturing Co., Cleveland, O.: A. L. Yeager, director of research and engineering, Michigan City, Ind.; L. H. Polster, eastern district sales manager, and L. N. Newman, vice president.
- M. C. Phillips, vice president, The Griffith Laboratories, Inc., Chicago.
- John A. Dupp, president; Frank Schottelkot, and Earl McLean, all of John J. Dupp Co., Cincinnati, O., are shown in a relaxed moment.
- R. D. Lightfoot, sales, and Clyde Tompkins, advertising manager, Reynolds Electric Co., Chicago.
- T. J. Papuga, E. A. Johnson, jr., and R. B. Laucks, Inland Wire Products Co.
- Sol May and Sylvan E. May, Patent Casing Co.
- Hydro-Aire Corporation, Waukesha, Wis., representatives were: Merle J. Smith, sales; C. E. Melcher, chief engineer, and W. J. Homuth, president.
- H. B. Abshire, president, and C. E. Sontag, sales representative, Pasteuray Co., St. Louis, Mo.
- Harold Mitchell, "Old-Timer" Charles W. Dieckmann, president, and Charles W. Hess, all of Specialty Manufacturers Sales Co., Chicago.



No. 48  
Capacity — 1,200 lbs.



No. 36  
Capacity — 800 lbs.



No. 18  
Capacity — 500 lbs.



No. 9  
Capacity — 225 lbs.



CORNED BEEF TANKS

**Economy Dictates STAINLESS STEEL**

IMMEDIATE, TANGIBLE SAVINGS in cleaning-time costs and equipment-maintenance costs alone, will return your investment in STANCASE STAINLESS STEEL EQUIPMENT in three or four years. Economy dictates STANCASE Stainless Steel Equipment for your plant and good business judgment endorses it for the many intangible savings which this sanitary equipment assures in flavor control and in the elimination of bacterial and flaking hazards.

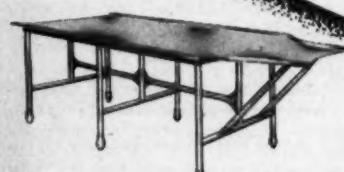
FULLY APPROVED BY HEALTH AUTHORITIES

Write for descriptive literature

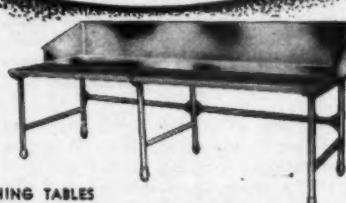
MANUFACTURED BY

**THE STANDARD CASING CO., Inc.**

121 Spring St., New York 12, N. Y.



SAUSAGE STUFFING TABLES



MEAT TRIMMING TABLES

**STANcase**  
STAINLESS STEEL  
EQUIPMENT



grow and improve with the business. There is no such thing as having a package that anyone can guarantee will fit merchandising problems five years hence. Generally speaking, gradual changes in a basically good design are better than major changes in a design brought about through the pressure of competition.

Some of you may ask the question, "Should we change a package design which is presently considered pretty fair in order to have something fresh and different?" My answer to that is, yes, but only if by changing it you can make it function better under the retailing conditions in which the product is sold and provided you will do the other necessary things to give the new package proper support. If you haven't been giving your present package those necessary supports and have not been utilizing it properly, then it is scarcely likely that a package change will benefit you in any substantial way.

You may have noticed in reading trade publications that in recent months a great many packers have broken out with new package designs. You may have more than a little curiosity as to why this should be so other than the fact that the war is over and many of these people had necessarily held up package designing previously contemplated. As I see it there are several reasons why many firms have jumped on the redesigning band wagon:

1. Everybody's doing it. As soon as

## FROM THE FOUR POINTS OF THE COMPASS

- Arnold McGrew, owner, LaGrange Packing Co., La Grange, Ga., and Bert Harrington, jr., Allbright-Nell Co.
- V. E. Langner, Marhoefer Division, Kuhner Packing Co., Chicago, and George S. Wilson of the same company.
- George McBride, Boston Meat Co., New Boston, Ohio, and A. J. Brand.
- H. W. Jameson, president, David Davies, Inc., Columbus, O., and F. W. Regan, Davies vice president at Zanesville, O. The two have been associated for 30 years and are still going strong.
- Ward Randall, table ready meats department, Swift & Company, Chicago, and Walter F. Koprowski, sausage foreman, International Sausage Co., Chicago.
- Mr. and Mrs. Morris B. Mandlebaum, president, Martin Packing Co., Newark.
- Order buyers: J. F. Winkelmann, R. J. Buster & Co., Peoria, Ill.; C. K. Elliott, C. K. Elliott Co., Springfield, Ill., and Frank X. Fox, Frank X. Fox & Co., National Stock Yards, Ill.
- J. W. Ferm, C. A. Burnette Co., Chicago, and J. M. Nelson of Burnette.
- A. W. Shaffer, special representative, E. I. duPont de Nemours & Co., Chicago; C. H. Lasher, secretary, H. A. Smith Markets, Port Huron, Mich., and A. L. MacWilliams, manager, Smith Markets.
- F. B. Nickerson and A. O. Baumann, president, Commodity Appraisal Service.
- W. C. Westerberg, John E. Staren & Co., Chicago.
- Robert S. Scott, vice president and general manager, Home Packing Co., Terre Haute, Ind.
- Joseph Schmidt, superintendent, and J. Bugner of the P. Brennan Co., Chicago.
- Pete Bendt, R. F. Noeris & Associates, Chicago.
- Matt H. Brown, vice president, Great Falls Meat Co., Great Falls, Mont., and Henry L. Coffin, president, Gibson Packing Co., Yakima, Wash.
- A. L. Sherry, livestock and perishable agent, Baltimore & Ohio RR. Co., Pittsburgh, and L. M. Stone, merchandise manager of beef and provisions, Kroger Co., Cincinnati.
- M. C. Petrovich, secretary, and George Galat, president, Galat Packing Co., Akron, O.
- A. B. Hutley and J. C. Williams, Wilson & Co., Chicago.
- Harry Bobain, Bobain Casing Co., and W. F. Thiele, president, W. F. Thiele Co.
- H. Tieman, engineer, and Hans Riedl, sausage foreman, Richter's Food Products, Inc., Chicago.
- John Popovich, foreman, and Morris Hesner, Armour and Company, Chicago.
- Mike Brennan, Columbia Warehouse Co., and E. T. Nolan, *The National Provisioner Daily Market Service*.
- Harry W. Twedell, NIMPA field representative, and I. L. Wootten, general manager, Owen Bros. Packing Co., Meridian, Miss., and vice president of NIMPA.



IT PAYS TO WRAP THE HAYSSSEN WAY

## Automatic Wrapping

Wrapping wiener without any additional support is only one of the many functions performed by the Hayssen Meat Wrapping Machine. Quick frozen steaks, chops, hamburgers, etc., as well as smoked meat products, are easily packaged on cardboards, trays or u-boards. Transparent wrapping material, both printed and plain, can be used in economical roll-form. Because the Hayssen is fully automatic; has thermostatically controlled sealing plates; few moving parts to wear out; comparatively low initial cost; easy adjustability to accommodate a wide variety of sizes; it keeps the unit cost low. For prepackaging meat the Hayssen can't be beat. Write to the factory for complete information. Hayssen engineers will gladly assist you in working out your packaging problems.

HAYSSSEN MFG. COMPANY • SHEBOYGAN, WIS.

• **Hayssen**  
ELECTRIC EYE  
WRAPPING MACHINES



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the boss sees that his competitor is doing something about new package designs he is likely to be tempted to rush

into a new design program of his own.

2. The boss' wife is tired of the present package and has made her displea-

sure adequately known to one and all.

3. Someone at the office has suddenly discovered that the old package line is

## Old Friendships are Renewed at Convention

1. Hosts from the Cincinnati Cotton Products Co., Cincinnati, on hand to entertain conventioneers were: Sydney X. Goldfarb, president; Alvin J. Goldfarb, Harry H. Freedman, Frank J. Luebbe, and Dave Rose.

2. Left to right: Tony Nottoli, Louis Nottoli, owner; B. Petri, L. Baldi, and A. Deacetis, all of Lucca Packing Co., Chicago.

3. Seated: Clarence Harder, L. R. Swift, William Lyman and L. E. Nash. Standing, Edward Burchard, R. D. Handley, advertising manager; A. J. Horgan and John Keth, all of Sylvania division, American Viscose Corp., New York.

4. Concentrating on a material movement problem are H. F. Kurz, C. F. Dawson, H. M. Bowman, J. O. Durand and J. F. Boynton, all of Link-Belt Co., Chicago.

5. Seated: Mrs. W. S. Johnson and Walter B. McCray, engineer, Koch Butchers' Supply Co., North Kansas City, Mo. Standing, W. S. Johnson, president, W. S. Johnson, Owensboro, Ky.; William V. Kotel, Chicago manager, and R. H. Starr, vice president, both of Koch Butchers' Supply Co., North Kansas City, Mo.

6. J. A. Kearney, sales manager, Kuhner Packing Co., Muncie, Ind.; Mrs. William A. Keller; Mrs. and Mr. Lloyd L. Need-

ham, head livestock buyer for Kuhner at Muncie, and William A. Keller, livestock order buyer, William A. Keller & Co., Chicago.

7. Mrs. Stanley Winchester, L. J. Fritz, partner, Wilber Wiener Co., Wilber, Neb.; Mike Baker, Berth. Levi & Co., Chicago; S. C. Winchester, president, Winchester Packing Co., Hutchinson, Kans., and Mrs. L. J. Fritz.

8. Part of the Viking Corp. hospitality staff: Don Roberts, Fred Adams, H. A. Lotka, W. R. Hemrich, and John E. Spiering.

9. John H. Payton, president; H. Schuetz, development engineer; Margaret Pfeifer, art department; H. Gabrielson, superintendent and J. H. McPherson, secretary, all of Great Lakes Stamp & Mfg. Co., Inc., Chicago.

10. Assembled in the Buildice hospitality room: Seated: H. K. Gillman, Tobin Packing Co., Ft. Dodge, Ia.; J. A. Heinzelman, president, Buildice Co., Inc., Chicago; Alfred Noren, plant engineer, Illinois Packing Co.; Chicago, and N. J. Kuhn, vice president, Buildice. Standing, H. A. Pelleter, engineer, Buildice; Irving Beutlich; Walter Windmueller, canning superintendent, P. Brennan Co., Chicago; Ralph Gottlund, R. Redlich and R. A. Espe, engineers, Buildice Co., Inc.

11. Exhibiting a new smokehouse was Stanley Gershel, president, Gershel Smoke Equipment Co., New Philadelphia, O.

12. Seated: Edward Bohrer, sausage superintendent, Canton Provision Co., Canton, O., and Harry Elliott, Louis J. Asmus and Marvin Asmus, all of Asmus Bros. Inc., Detroit. Standing, E. G. Barratt, sales manager, and Dorr L. Parshall, engineer, both of G. M. Peet Packing Co., Chesaning, Mich.; C. B. Allman, secretary, Canton Provision Co.; Michael F. Hoffman, Hoffman Sausage, Cincinnati, and Carl Valentine, president, Valentine Co. Inc.

13. Meat Industry Suppliers, Inc., Chicago, was represented by (seated) John Lowe, Ralph Kaufman, Sol Morton, president, and Sam DiFrancesco. Standing, Harold Golbin and Marcus Moch.

14. This broker-packer gathering included Benjamin Zeleznik, Bronx Meat Co., New York; R. Barzow, Denver, Col.; Sidney Hark, Hark Beef Co., Boston; Bob Vern, Packing House By Products Co., Chicago; Louis Zeleznik, Bronx Meat Co., New York; Clarence Muth, Packing House By Products Co., Chicago.

15. First Spice Mixing Co., Inc., New York, was represented by Felix Epstein, president; Robert Meidel, south sales; S. Wolf, northeastern sales; Richard Jagitsch, west sales, and W. Kaufmann, midwest sales.

## The BEST in SMOKEHOUSE EQUIPMENT

- ✓ UNIFORM TEMPERATURE
- ✓ SPEED IN OPERATION
- ✓ MINIMUM SHRINK
- ✓ MINIMUM CASING BREAKAGE
- ✓ LOW OPERATING COSTS
- ✓ SIMPLICITY OF DESIGN
- ✓ EASY MAINTENANCE
- ✓ EASY CLEANING

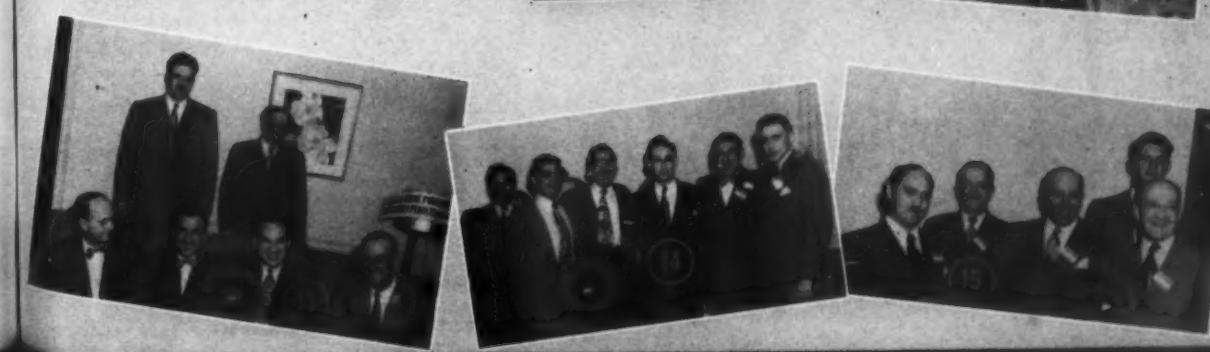
**JULIAN**  
Engineering Company

319 W. HURON ST., CHICAGO 10, ILL.



Partial List of Users of Julian Smokehouses

NAME	No. of Houses	NAME	No. of Houses
American Packing & Provision Company	2	The Wm. Schluderberg—T. J. Kudle Co.	3
Hunter Packing Company	6	Sokowski Sausage Company	3
Jones Dairy Farm	1	Smithfield Packing Company	5
E. Kahn's Sons Company	8	Tennessee Packing Company	1
Kerber Packing Company	1	Tobin Packing Company	4
Lykes Brothers	2	Trunz, Inc.	8
George H. Meyer Sons	3	Valleydale Meat Packers	2
Neuhoff Brothers	5	Vienna Sausage Mfg. Company	5



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hopelessly outdated and that salesmen in the field and retailers can use some new talking points about their merchandise.

4. The management men themselves are awakening to the necessity of preparing their products to meet modern selling conditions. They realize that changes have occurred in meat retailing.

There might be more reasons than the four I have outlined but there are certainly none more valid than the last two.

There are several ways in which to approach the matter of package design. You can call in your superintendent or your purchasing agent and tell him to get some new designs on the packages because the ones you have now are pretty awful. Or you can use the "big brass" method. With this method a designer friend of the boss is invited in. He never designed a successful package in his life, but has a couple of truck body designs and a cocktail shaker to his credit. This lad, in due time, submits a number of designs which are viewed by other company executives at a meeting in the directors' room. Everyone present goes through the motions of analyzing the designs. Actually they are waiting to see which design the boss likes and then they all get in and get that one elected. Thank goodness most packers are waking up to the fact that this is a rather costly way to design packages.

I think a better way is to call in a packaging supplier organization which

## A Page of Within-the-Industry Good Cheer

1. Aromix Corporation hosts to conventioners were A. F. Zavodsky, Ray S. Waite, Ralph Mecum and Frank Daniele.
2. Thomas M. Mayer, sales; Virgil R. Norris, president, and Robert D. Wilkinson, vice-president, were the representatives of Consolidated Engineering Enterprises, Chicago.
3. Sidney Hark, Hark Beef Co., Boston, and Fred Flicker, president and manager, Flicker Packing Co., North Platte, Neb., enjoying convention hospitality with J. S. Banks and Samuel Barlant, president, both of Barlant & Co., Chicago.
4. John L. Cotsworth, Chicago Steel Service Co., Chicago; George W. Smale, president, Smale Metal Products Co., Chicago; K. C. Behm, and L. W. Brandt, both of Cudahy Bros. Co., Cudahy, Wis.
5. Jack Braun, Spicene Co. of America, North Bergen, N. J.; Mike M. Rapoport, Hygrade Food Products Corp., Canada, and Norman Kahn, president, Spicene Co.
6. G. M. Watrous, Charles A. Faye, M. E. Bush, sales manager; L. M. Markus and Bill Zeisel, all of J. S. Hoffman Co., Chicago.
7. A well told story intrigues R. O. Walters, purchasing agent, Roberts & Oake Inc., Chicago; Jack S. Hayes, Bonewitz Chemicals, Inc., Burlington, Ia.; Lloyd D. Emge, Walter R. Emge, assistant secretary and
- treasurer, and Urban P. Reising, vice president of the Emge Packing Co. Inc., Fort Branch, Ind.
8. Mrs. and Mr. Ray Townsend, president, Carrie Christopherson and Kern Blair, sales manager, all of Townsend Engineering Co.
9. Al R. Runkel, H. A. Olendorf and H. R. Parr of Spencer Kellogg & Sons, Inc., Decatur, Ill.
10. Mrs. and Mr. Fred Dold, president, Fred Dold & Sons Packing Co., Wichita, and Philip O. Hantover, president, Phil Hantover, Inc., Kansas City, Mo.
11. The H. J. Mayer & Sons Co. staff included in the first row, left to right, M. C. Dakin; S. A. Mayer, secretary, and Charles F. Mayer, president. Second row, John A. Dier and Frank A. Mayer, vice president.
12. Checking on hospitality listings in the latest issue of the Provisioner are Louis Nottoli, P. Gonzini, Roger Cappelli, S. Petri, jr., and R. Chimenti, all of Lucca Packing Co., Chicago.
13. Bob Berkenfield, sales manager; E. D. Abramson, secretary; Norman L. Vogel, Cincinnati zone manager, and S. L. Abramson, president, all of Central States Paper & Bag Co., St. Louis, Mo.
14. Ray Seipp, vice president; Tom Foster, superintendent, Byron Getzoff, president, and Fred Gaeding, plant manager, all of Quality Casing Co., Chicago.

renders design service. I think care should be taken to select one which has

an understanding of the sales and merchandising factors as well as a full

# Quality Slices

—Fast!



**HEAVY DUTY BACON SLICER**

**U. S. SLICING MACHINE COMPANY, INC., LaPorte, Indiana**

Clean, accurate slices, perfectly shingled for fine appearance and packaging are delivered at maximum practical speed for quality inspection and grading, by the U. S. Heavy Duty Bacon Slicer. No interruptions for hand honing or factory sharpening. The circular, concave knife is easily kept razor-keen by the automatic adjustable sharpener.

No special skills are required to keep this machine at its performing best. Over 50 years of "know-how" and precision manufacture by the world's leading maker of slicing machines, assure dependable service under hard usage year in and year out. Write for details.



working knowledge of the many types of packaging materials and methods you use. I also think if you will cooperate with them sufficiently and get adequate

attention from them to your problem you will probably end with a good job.

I think the best way, of course, is to call in a package designing organization

or your advertising agency which is in a position to undertake the necessary consumer and dealer research to de-

(Continued on page 136.)

### At Home in Chicago's Palmer House

1. Left to right are: Harry Homer and Pete Braun, meat technicians, and J. V. Everard, assistant division manager, A. E. Staley Manufacturing Co., Decatur, Ill., and G. C. Brunn, Baltimore Spice Co., Baltimore.
2. H. W. Wernecke, vice president and sales manager, *The National Provisioner*; Mrs. Harold E. Smith; Mrs. Wernecke, and Harold E. Smith, president, John E. Smith's Sons Co., Buffalo.
3. George L. Jorgenson, packinghouse executive, and Gregory Pietraszek, associate editor, *The National Provisioner*.
4. R. W. Howe and R. K. Howe, engineers, and H. B. Howe, president, Howe Ice Machine Co., Chicago, with W. W. Morgan, president, Arctic Engineering Co., Chicago.
5. George B. Hamilton, sales manager; O. C. Peterson, C. C. L'Hommebien and Stephen E. Juratovic, sales representative, Amino Products Division, International Minerals & Chemical Corp., Chicago.
6. Ivan Heymanson, president, Atmos Corporation, Chicago, and Mrs. Heymanson, with Mrs. and Mr. R. Rosenblatt, National Meat Packers, Inc., Tampa, Fla.
7. R. Byrnes and W. Worcester of The Globe Company, Chicago; Peter De-

- Gray, mechanical superintendent, Canada Packers, Ltd., Toronto, Ontario; R. L. Gambill, executive vice president, and Frank J. Bilek, chief engineer, Globe Co.
8. E. Harvey Burke, president, Burke Products, Inc., Detroit; William F. Peters, president, Peters Meat Products, Inc., St. Paul, Minn.; Joe Burke, Oppenheimer Casing Co., Chicago, and Urban P. Reising, vice president, Emge Packing Co., Fort Branch, Ind.
9. John F. Mottley, sales manager, Hercules Fasteners, Inc., Elizabeth, N. J., and Albert O. Steckman, vice president of the firm.
10. Mrs. D. L. Saylor; Mike Deming, Independent Casing Co., Chicago; J. Harold Peters, general superintendent, Peters Sausage Co., Detroit, Mich., and Dave Saylor, manager, Luer Bros. Packing Co., Alton, Ill.
11. The H. P. Smith Paper Co., Chicago, was represented by: front row, left to right: Ev Shelby, Jack Pendexter, Earl Townsend and Bob Johnson. Second Row: Earl Parks; George W. Ross, sales manager; Jack Woods and Matt Keane.
12. Standing: Charles W. Flood, sales manager, and W. C. Reiman, Westinghouse Electric Corp.; A. J. Honegger, American
- Packing Co., St. Louis. Seated: R. R. Bush, Swift & Company; August Kessler, Kroger Co., Cincinnati, and Dewey Dielenhein, provision manager, American Packing Co.
13. Hayssen Manufacturing Co., Sheboygan, Wis., was represented by (seated) F. T. Wurl, advertising manager, and F. Horwitz, sales manager. Standing are: Leslie Laing, engineer; J. C. Johnston, division sales manager, and G. E. Laing, engineer.
14. Seated in the Edward Wax Casing Co. hospitality suite are Mrs. Edward Wax; Rudolph Dein, Marhoefer division, Kuhner Packing Co., Edward Wax, president of the casing company; Max Smolin, Golden Oak Packing Co., Chicago. Standing: W. Sturm of Wax; John Seifhart, Frank and Co., Milwaukee, and H. Schmeisser, Marhoefer division of Kuhner.
15. T. Ronald Allen, sales manager; A. J. Davison, board sales manager, and Roy C. Stoutenborough, Indiana sales representative, Interstate Folding Box Co., Middlebury, O.
16. Mr. and Mrs. Charles Abrams, sales, Phil Hantover, Inc., Kansas City, Mo.
17. L. R. Stupnick, P. H. Turner, S. T. Terry, vice president, and George F. Reichert, all of Mongolia Importing Co., New York.

## NOW! MORE THOROUGH TRIPE WASHING in Less Time and with Less Effort!

This popular R.W. No. 301 Umbrella Tripe Washer is TOHTZ-designed and built to accomplish a more thorough job of tripe washing more quickly and with greater convenience. After paunch has been emptied of its contents it is spread over cone, inner side up, and flushed and scrubbed. Tohtz Shower Head R.W. No. 465 connected to water pipe system greatly facilitates the operation. When test squeeze of the tripe yields clear water it is considered ready for salting or scalding.

Washer top is reinforced with 1" x 1/4" iron rim and serves as a splash shield. Cone rotates easily and smoothly. Pitched bottom has 3" drain-off. Legs are angle iron. Heavy sheet steel, all-welded construction, hot dipped galvanized after fabrication.

Make certain your packinghouse methods and machinery are the last word in efficiency . . . send today for your free copy of the new TOHTZ Catalog No. 11 for Cattle, Calves, Sheep Slaughtering.



### SPECIFICATIONS:

Cone diameter . . . . .	42 in.
Shield diameter . . . . .	48 in.
Height overall . . . . .	43 in.
Weight . . . . .	190 lbs.

**R. W. TOHTZ & COMPANY**

Makers of R-W Packing Plant Machinery

4875 EASTON AVENUE • ST. LOUIS, 13, MISSOURI



## THEY STOOD RIGHT UP TO THE CAMERAMAN

1. Left to right are: J. A. Heinzelman, partner, Buildice Co., Inc., Chicago; Robert M. Meyer, Illinois Packing Co., Chicago; Chris P. Paschen, jr., Chris Paschen Maintenance Co., Chicago, and R. E. Lundquist, Armour and Company, Chicago.
2. The firm of Sunderland & DeFord, Chicago broker, was represented by Jim Hogan, George Sunderland and Harold DeFord.
3. A. H. Goedert, sr., president, Jones-Chambliss Co., Jacksonville, Fla.; Arnold McGrew, owner, LaGrange Packing Co., LaGrange, Ga., and Carl Schwing, sr., Cincinnati Butchers' Supply Co., Cincinnati, O.
4. Marty Phee (center) of Custom Food Products, Inc., Chicago, is shown with Mrs. Fred Frueh and Fred Frueh of Rosevale Packing Co., DeWitt, Mich.
5. Robert C. Munnecke, president, P. Brennan Co., Chicago.
6. H. Habbersett, Habbersett Bros., Media, Pa.; Murray Watkins, Watkins-Potts, livestock order buyers, National Stock Yards, Ill., and E. H. Habbersett, jr., also of Habbersett Bros.
7. T. E. Evans, assistant manager, U. S. Cold Storage Corp., Chicago, is pictured with Mrs. S. A. Lang and S. A. Lang, treasurer, Columbia Packing Co., Boston, Mass.
8. Edmund P. Burke, vice president, Agar Packing & Provision Corp., Chicago; Tom Graver, jr., H. Graver Co., Chicago, and Ray Williams, broker, E. G. James Co., Chicago.
9. Joe Mellon, The French Oil Mill Machinery Co., Piqua, O.; Carl Fischer, president, Henry Fischer Packing Co., Louisville, Ky.; Harold Mayer, vice president, Oscar Mayer & Co., Chicago, and Chris Finkbeiner, president, Little Rock Packing Co., Louisville, Ky.
10. R. E. Phillips, Orville A. Brouer and O. L. Bradley, all of Swift & Company, Chicago.
11. J. D. Pepper, vice president, Pepper Packing Co., Denver, Colo.; Herbert W. Strauss, Independent Casing Co., Chicago, and Max Wallenstein, president, White House Beef Co., New York city.
12. Bob McNamara, Joe Toth and Al Corbett, all of Bert Packing Co., Chicago.
13. E. L. Daly, Cincinnati Butchers' Supply Co., Cincinnati, O.; H. F. Ruffer, superintendent, and Edwin Gerken, assistant secretary and treasurer, both of Lugbill Brothers, Inc., Archbold, O.
14. Representatives of Kennett-Murray & Co., livestock order buyers, were: J. T. Brown, jr., Sioux City, Ia.; W. K. Oyler, Lafayette, Ind., and C. J. Renard, Indianapolis, Ind.
15. Conventioneers from New York city included: Fritz Katz, secretary, Stoll Packing Corp.; Herb Diamond, president, Diamond Brokerage Co.; Leo Stoll, president, Smokemaster, Inc., and R. S. Fawcett, Frederick B. Cooper & Co.
16. Nick Beucher, jr., Packing House By-Products Co., Chicago; Harry Turner, Armour and Company, Chicago, and Joseph F. Hurley of Leeds Meat Co., Chicago, Illinois.
17. John Finch (left), assistant plant manager, Ethicon Suture Laboratories, Johnson & Johnson, Chicago, and Lester L. Redfern (center), Redfern Sausage Co., Atlanta, Ga., met for the first time in years by chance in the hospitality suite of the Cudahy Packing Co. The two friends had not seen each other since their school days in Moultrie, Ga. They are pictured with their host, Victor Novak (casing department), in the Cudahy suite.
18. Sidney Alterman, Alterman Transport Line, Miami, Fla.; Samuel Romm, Romm & Greisler, Philadelphia, Pa. broker, and Martin L. Lundy, Miami, Fla. broker.
19. Walter L. Straus, Merrill Lynch, Pierce, Fenner & Beane, Chicago; Edward Karp, treasurer, Omaha Packing Co., Boston, Mass., and Joseph Sokolik, secretary, Royal Packing Co., St. Louis, Mo.
20. Jim Hefferman, R. F. Melchior and J. J. Hewitt, all of the Agar Packing & Provision Corp., Chicago.
21. Left to right are: Phil, Max and Carl Rothschild, all of M. Rothschild and Sons, Inc., Chicago, and William Glickauf, L. Glickauf & Son, Chicago.



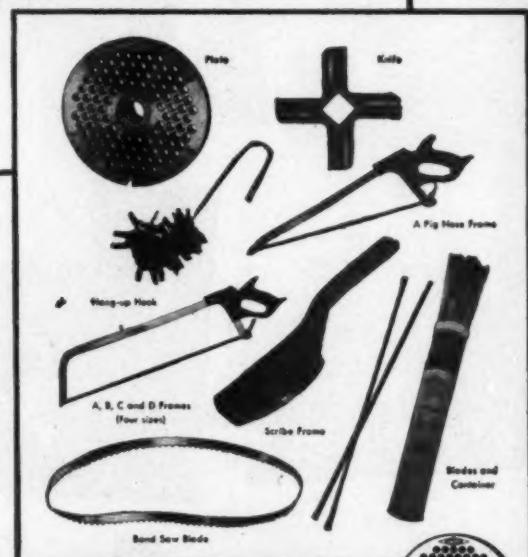
### "For Efficient Meat Cutting Tools"

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SERVICE**

**Pesco Saw Service** offers large heavy duty hand saw frames, beef splitter frames, pig nose and scribe frames, all designed for maximum efficiency. A generous supply of sharp filed blades, individually wrapped, is maintained for each frame.

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or write direct.





velop a package design which is tailored to your particular marketing and merchandising problems. This method costs more initially but usually is least expensive in the long run.

Smart packers will realize that it isn't important whether the "big brass" as individuals like every detail of a new package design personally. They know that it is much more important to have it please the consumer and the dealer. Don't make the mistake of buying a package design merely to suit yourself. Because of your nearness to your business you do not remotely resemble the average prospect for your merchandise and are, therefore, in no position to determine what the average person's reaction to your package will be when they see it.

Regardless of who is assigned to the job of developing the package design he should spend some time in the field and find out what the consumer likes or dislikes about the present package and what the consumer wants in a package for a product of the particular kind under consideration. He should go into the field and find out what the dealer wants in a package which will influence him to display it advantageously and help him move more of it. He should have some contact with your salesmen to find out what your salesmen need in the way of a package which will help them sell merchandise. Any package design submitted should be supported with facts which prove that the new design meets,

## Convention Days are Greeting Days

1. Ray S. Waite, Aromix Corp., Chicago; W. E. Potter, Virginia Packing Co., Virginia, Ill., and Frank Daniele, Aromix Corporation.
2. Harold Lattam, sausage superintendent, H. A. Smith Packing Plant, Port Huron, Mich.
3. C. E. Dippel, C. E. Dippel & Co., Inc., New York, and Mrs. Dippel, and W. W. Naumer, president, Du Quoin Packing Co., Du Quoin, Ill.
4. A. V. Leak, The Central Ohio Paper Co., and J. L. Quinto, Zimmer Paper Products, Indianapolis, Ind.
5. J. W. Crawford, procurement manager, Wm. Schluderberg-T. J. Kordle Co., Baltimore, Md., and Jack Shribman, Premier Casing Co., Chicago.
6. Alfred M. Whitman, chief engineer, and Martin H. Lipton, president, Martin H. Lipton Co., Inc., Long Island city, N. Y.
7. George Albert, president, Albert Packing Co., Washington, Pa., and Harry L. Gleason, vice president, The Griffith Laboratories, Chicago.
8. E. C. Steiner, partner, Kentmaster Manufacturing Co., Los Angeles, and Thomas L. Clinton, sales representative, Fairbanks, Morse & Co., Chicago.
9. Murray Levine, sales; Miss Ida Green; Nate Levine, president, and Adolf May, sales representative, Eagle Beef Cloth Co., Brooklyn, N. Y.
10. John Fowler, sales; Cecile H. Riske, treasurer, and W. H. Riske, president, all of Chicago Caster & Equipment Co., Inc., Chicago.
11. Alfred Jacobshagen, Alfred Jacobshagen Co., Chicago, and R. H. Lamping, LeField Bros. Co., San Francisco.
12. Sam Cohen, Aaron Equipment Co., Chicago, and Warren G. Henry, sales manager, machinery department, E. G. James Co., Chicago.
13. Phil Pries, jr., and Emil A. Buelens, soya flour division, The Glidden Co., Chicago.
14. R. C. Allen, manager, Famco Automatic Sausage Linker, Pittsburgh; Frank Knaus, sausage superintendent, L. J. Emge Provision Co., Evansville, Ind., and S. A. Granche, sales engineer for Famco.
15. B. B. Mahon, jr., L. D. Roy, jr., and H. M. McIntosh of the Girdler Corporation, Louisville.
16. Ben Bolz, sales engineer; James S. Oakley, assistant to president, and Richard Darby, sales engineer, B. H. Bunn Co., Chicago.
17. B. S. Stearn, City Packing Co., Boston, Mass., and Samuel Romm, Romm and Greisler, Philadelphia.
18. Russell J. Young, vice president, Young's Packing Co., Inc., Decatur, Ill., and Mrs. Young.
19. G. S. Cash and H. O. Tohtz, R. W. Tohtz Co., St. Louis; Herman Schmidt, chairman of the board, Cincinnati Butchers' Supply Co., Cincinnati, and C. W. Miller of the Boss Company.



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in a large measure, all of the requirements.

In any event, it is absolutely necessary that your package design does these four basic things: 1. It must attract attention; 2. It must tell whose product it is; 3. It must tell about the product advantages if possible and how to use it, and 4. It must look clean and sanitary.

Nationwide studies made in recent years tell us that women are influenced in their preferences and dislikes about packages from six angles: 1. Is it easy to open? 2. Is it convenient and sanitary in storage or when partly empty? 3. Does it function correctly in the use of the product? 4. Does it make purchasing easier, faster and in some other way more satisfactory? 5. Is the container reusable, and 6. Does the package in any way save time or labor in the home?

I think it might be a good idea for you to develop a checklist of the requirements which your package design should meet and have it on hand for all members of your committee who review the package designs submitted. By using such a checklist in making your selection of a design you will get some idea in advance as to how the package will function under actual selling conditions.

We believe that any new package design should be good looking—just as good looking as possible—but it should

not be designed just to please artists. There are dozens of packages which have won awards at packaging shows but which won no prizes where it counted—in the retail store. A good package is measured by its selling impact, not by its artistic beauty.

#### What Package Should Do

Basically, a package should tell whose package it is and what it is and how to use it. The package should have utility from the standpoint of the manufacturer in filling and shipping. It should have utility for displaying and handling in the stores and it should have utility for the consumer. The package should have convenience to everyone concerned, and it should have protection for the contents, adequate protection, but not more than it needs, that is, beyond a reasonable safety factor.

Sometimes this matter of providing protection places a product at a competitive disadvantage without the manufacturer intending it at all. Here again it is necessary to go into the field and find out how much protection the product needs under normal conditions. More and more packaged food products, including meat, are sold in retailing set-ups which are based on rapid turnover of merchandise at a narrow margin of profit. Therefore, spending much more money for a package which will give much more protection than is needed is not justified. No dealer is interested in a manufacturer giving his product six-

week protection through an expensive package which will cost 15c more a dozen units if his rate of turnover on the item is only 11 or 12 days. What he wants is a package which will protect the item for the 11 or 12 days, plus a reasonable home storage or shipping protection factor which will enable a manufacturer to price his merchandise in such a manner as to make it fit the dealer's merchandising and turnover pattern.

In other words, it is nice to think of being able to protect your product almost indefinitely and so that it will survive almost any condition it might meet in transportation, but if you do so and price the product at a competitive disadvantage, then you are defeating your purpose. We must remember that the picture in the retail setup is changing.

In making suggestions to your own group or to your designers concerning package design, I suggest you confine your recommendations to suggestions which will be helpful in selling and merchandising the product. Frequently in packaging discussions I have been confronted with such comments as this, "Our package doesn't have as much flash as our competitors. What can we do about it?" "Our package ought to have more 'swish,'" whatever that is. "Why don't we use Old English lettering on our packages or maybe put a seal on it or some sort of coat of arms or something of that nature?"

## THE LEADERS Prefer PETERS

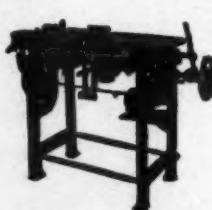
The largest producers of lard and shortening products use PETERS carton packaging machines.

If you are still setting up and closing cartons by hand, or are not satisfied with the efficiency of your present machines, do as the leaders have done—change to PETERS packaging machines.

Send us samples of the cartons you are interested in handling and we will gladly recommend equipment to meet your specific requirements.



JUNIOR CARTON FORMING  
AND LINING MACHINE—up to  
35-40 cartons per minute. Re-  
quires one operator. Can be  
made adjustable to set up several  
carton sizes.



JUNIOR CARTON FOLDING  
AND CLOSING MACHINE—closes  
35-40 cartons per minute. No  
operator required. Can be made  
adjustable to close several carton  
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**OPPENHEIMER CASING CO.**  
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World-Wide Sales Agents  
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**ACE SAUSAGE LINKER**

**Burke Products, Inc.**  
Detroit, Michigan

\*See the ACE Advertisement on Page 7

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These are details which are not important in the fundamental of the design and are better left to the designing artist anyway. I maintain that you can be helpful by making suggestions for changes in the size of the unit which appear necessary. You can help by making suggestions which will bring about better display of the package in the retail store, or something that will definitely add to the sales and merchandising value of the package in the store. I think you can also make suggestions which will give your product greater convenience to the consumer or some other detail which will definitely add to the sales value of your product. But if you get the chance to make suggestions of a practical nature and fail to grasp that opportunity as intelligently as possible, then you deserve to be stuck with a less than good package.

### Package Can Add Glamour

Now let's take a look at the third problem—how to merchandise your packages. Here's an important thought to keep in mind. Unless your particular package happens to be a consumer reuse container, you do not add a single thing to the actual value of your product through the addition of the package. You may preserve the quality, freshness and cleanliness of the product, but those features were inherent in the product. What you do add with a good package is some glamour and sales come-on, in short, a merchandising opportunity. But it is only an opportunity. How you use that opportunity will, in a large measure, determine whether or not you will get your money's worth from your investment in better packaging.

There are four basic elements which must be included in your merchandising program if you want to attain your full share of the potential market for your product: 1. You must have product quality and appeal; 2. You must obtain proper dealer display of your packaged product; 3. You must create a favorable consumer impression of the product through your advertising, and 4. You must have a package at the point-of-purchase that gets the consumer's attention, tells what she wants to know and causes her to buy.

You can hit the ball out of the park with your superior product quality, but you can't score a home run without touching all four bases.

Merchandising should be harnessed together with your selling effort and your advertising for best results. Your sales effort to the dealer should be designed to get the product into the store. Your merchandising effort should propel the product toward the consumer through mass displays of the packaged product in the store. Your advertising should be designed to pull the consumer toward your product. It is the successful combination of the forces of selling, merchandising and advertising which produces the most sales at the lowest cost.

I think we might mention just in pass-

ing a few of the things that you can do to merchandise your new package effectively through your salesmen, to your dealers, to the consumer:

Hold dealer meetings to unveil the new package or packages and explain the advantages which the new package offers the dealer.

Send a large broadside to your dealers announcing the new package. Fill it with illustrations of the package together with explanations of its advantages. Illustrate store displays which can be built with the package.

Arrange store demonstrations to help win enthusiasm from store personnel and at the same time introduce the package to consumers under favorable circumstances.

Send sample packages to dealers and their key customers by mail or Western Union messenger. Be sure to send a message explaining the package's advantages.

Provide giant replicas of the new package for store display or maybe miniatures, if that happens to work out better, but something.

Use direct mail promotion pieces in the shape of your package and printed to reproduce the package's appearance.

Use package insert folders to tell the story of your new package and plug other items in your line.

Arrange special sales of your product in the new package in key stores.

Use mass displays of the packages.

Arrange related items displays and promotions with bakers, potato chip manufacturers, distributors of salad dressings or other products which can be directly associated and used with yours. A lot of those fellows are hungry for promotional ideas which will get more of their products displayed in the store.

### Newspaper Promotion

Provide dealers with free newspaper and handbill mats featuring the new package. Arrange advertising tie-ins. Send mats to your local newspapers and get them to help arrange retail ad tie-ins. And, believe me, a lot of those fellows will go out and get them used. For one of our clients some time back we introduced a whole new line of packages and the focal point of our promotion was a group of five new packages. We brought the newspapermen in and we gave them newspaper mats and they went out and sold most of the dealers in that town on the idea of featuring our "Quins" product. They coined a new phrase for us. These five packages became the five X package Quins and we got a lot of business as a result of that. There are a lot of those things that can be arranged.

Feature the new package prominently in your consumer advertising, but you may have to stop talking about quality for the first few days, or at least scale it down, in order to build up the story of the package and why it was changed and the improvement that you have given the consumer.

Provide dealers with reprints of ads which feature new package for use with store displays of the packages.

Provide dealers with window strips, wall signs and other point-of-sale display material featuring the new package prominently.

Mail dealers copies of schedules of consumer advertising in which the new package is to be featured.

These are but a few of the many ways to merchandise your new package if you will put your minds to it.

### Sales Manager's Responsibility

The necessary merchandising job can't be done by a sales manager who measures his selling success in terms of how many pork loins he moves per week. He must learn how to merchandise packaged products and must successfully train his salesmen to sell a good product for what it is worth on the basis of its quality, its merchandising appeal and its profit opportunity for the dealer. It should be unnecessary to remind you of the desirability of developing a more favorable relationship between your packaged manufactured goods tonnage and your total volume.

In passing, I might mention that in my opinion, after observing the various meat packer establishments, I detect the greatest weakness in the whole meat marketing setup at the point of the sales manager. I think a lot of that is due to the fact that management has either put the wrong man on the job in a lot of those cases or has withheld the power from him to permit him to do a good job. I am not writing them all off. I know a lot of sales managers in the meat packing business who really know their stuff, but there are too many who are weak in that position and ought to start doing something about it. The way to find out whether a sales manager is any good is to give him a new line of packages to promote and see what he does with them. Some of them are a little frightened when they get things like that and usually pass it on to the salesmen with an apologetic air and when it flops they are inclined to blame it on the fact that they have lousy salesmen.

I have little patience with packing-house sales managers who assume that all of their competition is stupid. Some are especially quick to observe that the big packers don't know what they are doing. If some of these sales managers would spend as much time in the field checking actual sales operations as some of the big packers' representatives do, they would soon learn that many of the big packer merchandising operations are not based upon snap judgment but are put into operation only after considerable test and proving in the field.

The one pound package of frankfurters is a good example. Here's what one of the big packer organizations did to test the value of this merchandising idea. They took the cellophane-wrapped packages of frankfurters and put them

# ALUMI-LUG...



**EMMA says . . .**  
**"Class always tells!"**  
**'ALUMI-LUG' tops 'em all!"**

**SENSATIONALLY RUGGED!**  
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Aluminum Delivery and Storage Meat  
 Lug. Fitted with Aluminum hinge  
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**WATER TIGHT.**

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### ALUMI-LUG STANDARD SIZE

32" Long x 13½" Wide x 10" Deep  
 Cubic Content 2.45 Feet  
 Meat Load Capacity 100 Lbs.  
 "ALUMI-LUG" Stocks and Nests

**"EMMA"** A 9000 Pound Elephant,  
 Standing on "ALUMI-LUGS" Each weighing  
**ONLY 11 pounds.**

Standard Size . . . Price \$14.50 Ea.  
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in display cases in retail stores along with equal poundage of banded frankfurters carrying the same brand as the cellophane package. The test was started in Chicago with 12 test stores. Later it was moved to another midwestern city where it was put into 12 stores and then into 12 stores in ten additional cities. The tests lasted three weeks in each store. The higher priced packaged franks sold 54 per cent more pounds than the unwrapped, and in almost every case the total business of frankfurters in the department increased for the dealer. Only after proving this merchandising idea in a wide variety of markets in 12 different cities did the big packer launch his program.

We all know that smaller packers have brought out similar packages and have dumped them on the market with varying degrees of success. In those markets where the big packer has done a good job of selling the merchandising plan to the retailer, these smaller packers have benefited. But very few of them have attempted to prove what the big packer did in the first place: That the packaged frankfurter could improve the dealers' total frankfurter sales.

### Self-Service Packaging

And now, what about the problem of self-service meat packaging? The first important point to consider is that whether or not you like the idea of self-service meat merchandising it is already here and it is growing rapidly. Personally, I believe you should welcome the development as probably the greatest merchandising opportunity your industry ever had. Retailers who have switched to self-service meats and who have employed the right methods know that it increases their meat business. That doesn't mean all the problems at the retail level have been solved, but the results have justified the energies and expenditures directed to finding the answers to those problems.

Packaging, of course, is the biggest problem of all. Packaging at the retail level has been costly, yet consumers have shown that they prefer the convenience of self-service enough to permit the dealer to pass the packaging cost along to them.

I think it is fair to point out that the advantages of self-service so far seem to favor the chain and the large supermarket operators. I have some ideas as to how that same merchandising idea can be employed successfully by the small merchant. For a long time it was considered that any store that did less than \$4,000 worth of business weekly had no business going into self-service meats. I think it is getting closer to the time when that idea should be disputed a little, because I think we are pretty close to the ways and means of providing them with the means of enjoying the best of the advantages of this merchandising idea. Of course, the self-service idea is not universal yet. Not only that, the method of employing the merchandising idea differs from store to store. Some have 100 per cent self-

WHITE  
 PEPPER  
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 CHILI  
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**A SEASONING  
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Expertly Blended with  
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 "FRESH SPICE FOR FLAVOR"

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service, some only partial self-service, but regardless of whether it is completely self-service or partially self-service, you have a stake in the development.

I think perhaps the greatest shock to the packer in viewing a self-service meat display is to see that an overwhelming percentage of the product is sold under the retailer's brand rather than the packer's brand. This does not mean that the retailer does not want to see packer's branded merchandise in his self-service display cases. He actually does. He needs you and the acceptance you have built for your brand. Don't forget a dealer has a much greater investment in a self-service refrigerated display than he does in a piece of ordinary grocery shelving. It is extremely important to him to have products in that case which will have a rapid rate of turnover as well as a good margin of profit. Smart retailers know that they can get more rapid turnover of merchandise which is sold under a well-known, advertised packer brand. But the retailer cannot wait until packers are ready and willing to supply packaged products in self-service package units and his temporary solution to the problem has been to do all the packaging himself, naturally under his own brand.

### Dealer Sees Packer Opportunity

A few weeks ago I was in New York and I talked to a rather prominent food chain operator who pioneered a great deal of activity in self-service meats. They have been criticized somewhat for insisting upon private brand packaging; yet the person who was in charge of this particular activity said, "Why is it that the packers are not grasping this merchandising opportunity and coming to us with packaged products under their own brand? We want it. We are not going to let this thing hold us back. We are going to get into it even if it has to be under our own brand."

I pointed out that a lot of the meat packers had been concentrating their energies upon a war and that besides that the problem of self-service meat packaging meant telescoping into a period of only a few years what would normally be a period of 20 or 25 years of packaging progress. But I think it is significant to realize that here was a large organization which considers it a big merchandising opportunity for the packers and who wants to see the packers' brands in his store.

I think that most retailers with self-service meat departments feel that for the present they are best equipped to handle the packaging of fresh beef, pork and lamb and any smoked meats which need to be broken down into smaller units. Such cutting and packaging can be tailored to the store's own customers. But when it comes to such items as sausage and luncheon meats and smoked meats such as sliced bacon, smoked butts, picnics, tongues and jowl squares, most dealers agree that packers should handle the packaging and employ mass production methods and automatic wrapping machinery.

Because the retailer who has gone into self-service has actually become well acquainted with costs involved in packaging, he is less likely to insist that you provide self-service packaging at no extra cost as he might have done before tackling the job himself. At this point the retailer expects to pay more for packaged products than unpackaged, although he hasn't suddenly become a big hearted Charley who blithely buys without asking the price. Your packaging costs should be figured as part of your product cost and your gross margin figured on the total. I think that any packer who begins to chisel on this, especially during the formative stages, is doing not only himself but the entire meat packing industry a disservice by such action.

### Many Technical Difficulties

I am fully aware of the many technical difficulties which must be overcome in connection with the prepackaging of meats, and particularly those which are inherent in a prepackaging operation to be established in a meat packing plant. Perhaps for a long time to come the prepackaging of fresh meats will have to stay at the retail level, and I think probably you are pretty glad about that. The packaging of luncheon meats, sliced or in small retail size units, has already begun to move to the packing plant, although not without considerable difficulty and problems. Some of you are already experiencing some demand along that line. The packaging of most smoked meat items for self-service can be handled now at the packing plant with slight modifications in packaging. It is a constant surprise to learn that a great many packers have redesigned their packages in recent years without providing self-service pricing panels on smoked meat packages and sausage packages which could have been done at no additional cost at the time the packages were designed and which immediately would convert the packages to ideal self-service units. Those packers should see their

pretty new packages in a self-service meat department all stuck up with brown paper tape and dealer's labels and some of them completely rewound in a way that spoils any special effect the packer wanted to achieve.

### Packer Should Experiment

As far as the packaging of sliced luncheon meats and other small size units of sausage are concerned, I think that every packer should be at least experimenting with them right now. As quickly as possible you should be marketing these packages in a limited way in order to become more familiar with the technical problems and begin to solve them. The problems will be a little different for each of you. More of them are certainly going to be solved under the pressure of actual activity than in the experimental laboratory.

It is not likely that these test operations can be carried on a profitable basis. They have to be viewed as an investment in the future. Their scope should be limited by what you can afford to do on the right basis. Determine what you can do and what you need to do and set up a budget for it. Don't expect it to pay its own way in the early stages because it just isn't in the cards.

You will find that you won't have to do all of this experimental work on prepackaged meats alone. You will find the manufacturers of packaging material, the convertors of packaging material and the manufacturers of packaging equipment anxious to help you find the answers. Many of them have skilled technical men who are devoting their entire time searching for the best answers.

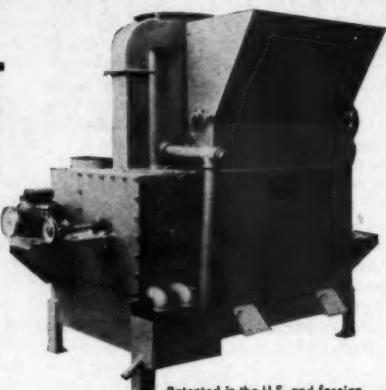
In summing up the matter of packaging problems and the seeking of their solutions, I can only promise that when you run out of the present packaging problems you have you will probably be confronted with new ones. The solutions will follow, but they will follow faster and more profitably if you ap-



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proach your packaging problems with the right attitude. Decide what you want to package and know why you want to package it. Determine to do it right and determine to see it through to a successful conclusion. Get good people to help you with your packaging problems, people who have proved their ability to solve them in the past. Test and retest your ideas before you go ahead. Forget about you—remember the customer. When you get your package, merchandise it to the hilt through your sales organization, through your dealers, to the consumer. Support that package with intelligent sales effort and consumer advertising so that you get the benefits from your packaging investment.

### Job Must Be Finished

When you shackle a hog in your plant you stick it, bleed it and send it to the scalding tank, but then you don't walk away and say, "Well, we killed a hog," and leave it in the scalding tank. You go on and finish the job. But too many packers buy a new package, slap it on the product, increase the price to cover the package cost or part of it, and then say to the package, "Okay, go on, sell yourself." That's like telling the hog to crawl out of the scalding tank and finish dressing his own carcass.

More than anything else packers should realize that packaging has become a much more important function in their operations than it ever has been before, enough so to justify top management attention.

A new package should be approached with the same determination to get your money's worth and to get the right job done as you would in approaching the matter of installing a new killing floor or a new set of smokehouses. Unless you determine to do the job right, unless you determine that you are going to get a design to please consumers and not yourself, unless you determine that once you have your package line you are going to merchandise it through your selling organization and dealers to the consumer, and unless you decide that you are going to support that activity with the right kind of consumer promotion and advertising, then it is scarcely likely that you will get your money out of your packaging program and my suggestion would be to forget it entirely and save the money for some other purpose.

### A No. 1 Responsibility

The key to the solutions to your packaging problems is not going to be found in seeking the answers piecemeal to the various technical questions which arise nor to the design problems which will confront you. The key to the solutions of your packaging problems will be found in your office at that very moment when you determine that your packaging job is going to be done right and that you expect to consider it one of your No. 1 responsibilities as a management man to see it through to a successful conclusion.

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# HOW TO TURN OUT BETTER TALLOW

**T**HE meeting convened at 10:15 a. m. on May 24 with president C. B. Heinemann presiding.

**C. B. HEINEMANN:** The first speaker this morning is one of two representatives from the Procter and Gamble Co., Cincinnati. This gentleman has been with the firm for many years and has been connected with various phases of the company's activities, particularly in soap making and with the materials used in making soap. It was for that reason he was assigned to lead the discussion on behalf of the firm on this program. He is W. S. Martin, associate director of the chemical division; after he has completed his preliminary remarks he will introduce the succeeding Procter and Gamble representative and allocate time to him.

I don't think he will be able to tell you how you can sell your inedible materials, but he may be able to give you some ideas as to how you can improve them so that if you can find a market, you may be able to sell them to better advantage.

**W. S. MARTIN:** I wish to say in the beginning, that we don't really claim to be experts on inedible rendering. We never have owned a rendering plant and never have run one. We don't ever expect to own a rendering plant, so that our interest in the rendering operation begins and ends with an interest in those technical points in the operation that in one way or another affect the quality of the fat.

Some of you probably are a little curious as to why even that interest has drawn us into the business of studying the rendering operation. I will remind you that our principal business interest is the manufacture and sale of soap. The housewives of this country are always interested in better and better and still better soap. We want to use fat of a quality that will make it possible to make better soap. Thus we have a continuing interest in the quality of the fat that we buy.

This specific rendering service started out about three or four years ago when we were having a great deal of difficulty with deliveries containing very large amounts of moisture and impuri-



W. S. MARTIN

ties. It became so bad that the buying department asked us in the chemical division for help. We had been processing fat for many years and we had considerable know-how on settling and cleaning up fat. It seemed sensible to make some of that experience available to our suppliers. Mr. Schottelkotte, whom I think some of you know, spent quite a bit of time going around and helping people with that problem. That help was well received.

The thought then arose: If our experience in handling fat is of such use to our suppliers, there may be other points in the rendering operation where our general background in handling fats could be useful to our suppliers. About a year and a half ago we spent some time in the plants of a number of our suppliers studying the rendering operation with the idea of seeing just where we could be of help. We did find several steps in the rendering operation where the quality of the fat produced is decidedly affected, and we also found that by giving proper attention to those particular places, a very large proportion of the raw material that goes into the rendering operation will produce fat of the very highest quality.

## Practices Influencing Quality

What we plan to do this morning is to go over in a general way those factors in fat quality that are influenced in the rendering operation, and then give a little concentrated attention to the particular two or three points that are most important in the packinghouse rendering operation.

We are talking about fat quality. At the risk of boring some of you I think I will discuss the chemical behavior of fat because we can scarcely discuss quality without talking about such things as unsaponifiables and free fatty acids and glycerine. To the chemist, of course, fat as it occurs in animal tissue is a combination of fatty acid and glycerine. He calls it a tri-glyceride. That means that in each molecule of fat there are three molecules of fatty acid combined with each molecule of glycerine. There are minor quantities of oily material present which will not make soap and these minor quantities of material are called unsaponifiable oil.

## Speakers

**W. S. Martin and E. E. Larson,  
Procter and Gamble Co.**

The fatty oil, on the other hand, reacts chemically with lye or with caustic soda, or whatever you choose to call it, and this splits the combination of fatty acid and glycerine. It sets the glycerine free and the fatty acid remains combined with the lye. This combination is soap. However, alkali is not the only chemical that will split this combination. Water will do it, too, but when water splits the combination, instead of forming soap the fatty acid split away from the fat remains dissolved in it and is called free fatty acid. This reaction between water and fat takes place whenever fat is in contact with water. It will go faster or slower depending upon how hot it is, what impurities are present and what other factors are involved.

Another thing of which I should like to remind you is that fat will react with air. Animal fat does not react as fast as the drying oils or the common vegetable oils, but under conditions of high temperature and extreme exposure air will oxidize certain fractions of the fat. When it does it will darken the color and it will increase the losses that take place in the soap making operation.

Still another point that enters into quality is that fat is a very good solvent for many different impurities. If during the cooking stage, particularly, the fat is in contact with manure or the contents of the digestive tract, which have large amounts of color, or if some of the animal tissues are badly scorched so that tarry and resinous bodies are formed, these substances will dissolve in the fat and will increase its color.

In protecting the fat in the rendering operation let's start with a picture of clean, white, pure fat in the fresh animal tissue. Taking it through the rendering operation our object is to expose that fat to minimum moisture, air and contamination with some of these other things that can reduce the quality.

## What Reduces Fat Grade?

By-passing for a moment the rendering operation, let's discuss the various grading points by which fat quality is defined in the trade and let's point out the steps in the rendering operation which affect these things.

Take titer, for example. Titer is a sort of melting point and is a measure

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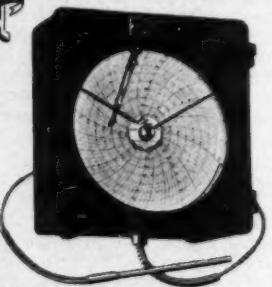
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of the hardness or softness of fat. Each animal species has a fat with characteristic composition and titer. It will vary a little from one animal to another, and it will vary a little from one portion of the carcass to another. Typical titers are about as follows:

Mutton fat	about 44 to 48 degs. C.
Beef fat	42 to 45 degs. C.
Pork fat	36 to 40 degs. C.

As far as the rendering operation is concerned, there is nothing you can do about the titer. The titer is determined by the raw material that goes in and to control titer the only thing you can do is select the raw material. You cannot do anything about it in processing.

Of course, fat itself has no color, or at least very little color. The color comes in as a contamination with other materials. In the packinghouse operation, the most common source of color is manure or the contents of the digestive tract. A poor washing job will invariably increase the color. Another source of color is scorching during cooking. Anything that is burned or overcooked, of course, generates color and that color is dissolved in the fat. To us, as buyers and users of fat, the color becomes a measure of the general abuse the fat has had, particularly in the cooking.

Going back to our previous discussion, free fatty acids are formed when the fat is in contact with water. Thus the free fatty acid content is very much in the hands of the processor. An increase can happen before the material is cooked if it stands around too long. It can happen, to a certain extent, in the cooking if the cooking is too slow. It can happen after the fat is processed. If the cooking is not good, or the fat is in contact with a great deal of condensed steam, the free fatty acid will increase. I can tell you that in a packinghouse if the free fatty acid exceeds 2, 3 or 4 per cent there is probably something that can be done to reduce it. I cannot stand here and tell you just where, but somewhere along the line the fat has been too long in contact with water.

Talking about moisture and volatile matter, they, of course, are simply water. Fat as it leaves the cooker or the extraction process usually contains very little water. Most of the water comes in from condensed steam, either from blowing lines or from leaking coils or from any one of several other sources. Ordinarily, of course, the answer is a good settling operation. There are a few instances where that won't work and those few instances require special handling.

**Settling for Impurities**

On impurities there is the same story. What we call insoluble impurities are small particles of bone and meat scraps. Well-controlled and adequate settling will remove these impurities. If not, it is again a special problem and it requires special handling.

Unsaponifiable matter normally in fat produced from fresh packinghouse material should not exceed from about .2

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to .5 per cent. If the raw material is spoiled or decayed it will go higher. If the raw material is poorly washed as it goes to the cooker the unsaponifiable material is increased. If you have leaking packing glands, or if you let lubricating oil and mineral oil get into the fat, the unsaponifiable fraction is increased. This is important to us as users because every pound of unsaponifiable in the finished product destroys the washing value of about 3 lbs. of soap.

Considering these things in terms of the rendering operation, I should like to show you that there are six important steps in the rendering process. A generalized flow chart of the rendering operation shows six steps that affect the quality of the fat.

The first step is the separation of the raw material. Packinghouse raw material is normally fresh and of good quality, but it does not take very much poor material to degrade a very large quantity of good fat. If you have poor material it is important to keep it separated from the good.

Second is the preparation of the raw material. This involves grinding all the heavy large sections and washing the offal to remove the contents.

Third is the cooker operation. This is the most important of all the process operations since it governs the yield as well as the quality. The principal thing to be concerned about is scorching. Scorching can happen as the result of over-cooking, and this is particularly true if steam temperature on the jacket is excessive. Mr. Larson will cover this in more detail.

The next step is the separation of the fat from the tankage. There are three methods of doing this: the hydraulic press, the screw press and solvent extraction. So far as we know, any one of these processes will produce fat of the highest quality if properly operated. There are advantages and disadvantages from an economic standpoint and each plant is a problem in itself, but insofar as quality is concerned there is no basic reason to choose one over the other.

## Moisture and Impurities

Removal of moisture and impurities is important and here it is usually a question of having good, well controlled settling. There are a few exceptional cases in which special processing is required.

Finally, and something which should never be overlooked, is the protection of the quality of the fat in storage and in handling. Fat can be damaged very much, for example, by keeping storage tanks too hot, or by allowing moisture to collect in the tanks, or by contamination of the fat in pumping from one tank to another.

I have summarized in a general way the points of fat quality that enter into the grading and the steps in the rendering operation which affect those points. I am going to ask Mr. Larson to discuss in detail a few of the factors that are especially important in the packing-

house. We have now worked in something over 60 different plants and we have proved definitely that if people pay proper attention to these points they will get good results.

I am not going to pretend that we know all the different ways you can run a rendering plant. We do think we know one way that will work. I am sure there are a good many other ways that you can employ and come out all right too. I suggest that you pay some attention to the discussion by Mr. Larson. The conclusions we have are not based on ideas we have pulled out of the air, but on our own experience in specific plants where we have worked.

Mr. Larson is in charge of our rendering service group and he will go through in some detail the particular points in the operation.

**E. E. LARSON:** We will review once more the six important steps in the rendering process: First, the separation of raw material; second, the preparation of the raw material; third, cooker operation; fourth, separation of fat from tankage; fifth, removal of moisture and impurities; and, sixth, protection of finished fat quality.

It will only be possible to consider briefly the most important points in connection with each of these steps. The preparation of raw material and cooker operation, as Mr. Martin indicated, will be discussed in more detail than the other steps.

First, the separation of raw material. The inedible material processed by the packer primarily consists of bones and fresh offal which produce light fat. Other fat-bearing materials resulting from processing, such as catch basin skimmings, settling from settling and storage tanks and, in some cases, smokehouse grease, may contaminate and degrade light fat unless they are carefully handled. A study of operation may show that improved handling of these materials will make it possible to use them without damaging the fat sufficiently to lower the grade.

Our second point is preparation of raw material.

**Removal of Manure.** Complete removal of manure from offal before cooking is absolutely essential if high quality fat is to be produced. The dark sample shown on the movie screen is actual production from a packinghouse doing an inefficient job of washing offal. The two light samples show the result of thorough washing. Raw material was similar in each case. Our service men working in rendering plants have repeatedly demonstrated that packinghouse offal produces light fat if it is properly washed. Some operators hand wash offal and consistently produce

light fat. Moreover, a certain amount of hand washing can be effectively employed, even in plants having a washer and washer.

Beef paunches and pecks, sheep stomachs and the large intestines of both beef and hogs contain large quantities of manure. In most installations it is almost impossible to remove this manure completely by mechanical washing. Some provision should be made so that paunches and pecks and entrails from condemned stock can be opened and thoroughly cleaned.

**Hasher operation.** The purpose of hashing is to expose the manure to the action of water in the hasher and the washer. It is good practice to direct a stream of lukewarm water (100 to 110 degs. F.) between the hasher blades. Water striking the offal at the instant it is hashed will remove a large proportion of the manure immediately and thus remove a part of the washing load.

Hasher blades must be sharp. If they are dull, the entrails are unopened and stringy and cannot be washed clean. In such a case the blades should be examined and sharpened or replaced.

The thoroughness of the washing job may be checked by examining the offal for manure as it is discharged from the washer. The efficiency of washer operation may be improved in most instances by adjusting the mechanical setup of the machine. One or more of the following items may be the cause of inefficient washing:

1. Rate of feed.
2. Slope of the washer.
3. Speed of the washer.
4. Temperature of the wash water.
5. Amount of wash water.
6. Arrangement of wash sprays.

**Rate of Feed.** A uniform feed, such as that obtained in plants having chutes which deliver offal continuously to the hasher and washer as it is separated on the killing and cutting floor, keeps the load distributed evenly. This avoids choking the washer with material, a condition which frequently occurs with intermittent loading. It is not uncommon to find washers operating at more than peak load capacity for 10 to 15 percent of the total operating time due to an excessive rate of feeding. In such instances the operator of the hasher should be trained to distribute the load over a longer period of time.

**Slope of the Washer.** The washer cylinder should be sloped so that sufficient time is allowed during travel for the offal to be washed thoroughly. In general, a washer of at least 18 ft. is necessary to allow sufficient time in contact with the wash water. However, plants with shorter washers may increase the time of exposure to water by raising the discharge end of the cylinder. The cylinder may be set level and still carry the material through since the arrangement of pegs or spirals tends to throw the material toward the discharge end.

**Speed of the Washer.** The speed of the washer also affects the time the material remains in contact with the

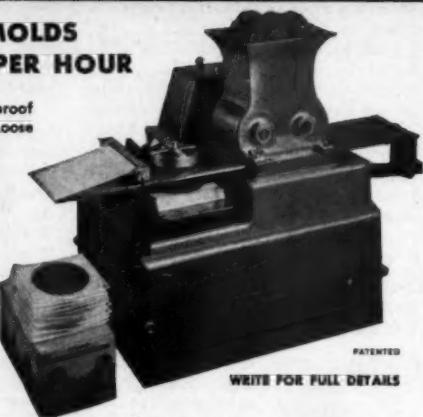
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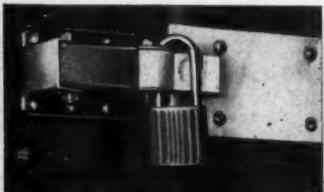
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water. Many washers operate at excessive speeds which may be reduced by simply changing drive belts or gears. The speed, as well as the slope of the washer, is a matter for each renderer to study from a practical viewpoint, knowing the results desired.

**Temperature of Wash Water.** Wash water should be supplied to the sprays at a temperature of 100 to 110 degs. F. and at a pressure of approximately 60 lbs. per square inch. Lower temperatures cause the fat to solidify on the inner surface and also plug the discharge holes of the cylinder. Water at higher temperatures will carry away fat. In one installation, entrails containing a substantial amount of ruffle fat were observed to discharge from the washer practically fat-free where wash water was supplied at 180 degs. F.

**Quantity of Wash Water.** The quantity of wash water delivered may be insufficient even though the factory water supply is adequate. Water supply lines in all hard water areas become coated with scale in a few years of service. The result is that a 2-in. service line may eventually have an area of less than a  $\frac{1}{2}$ -in. pipe. In such cases new piping should be installed.

**Arrangement of Wash Sprays.** Some provision should be made for drying the washed offal. If the length of the washer is adequate, a convenient method is to arrange the water sprays so the final 3 ft. of the cylinder acts as a drying chamber. This avoids charging excessive amounts of water to the cooker.

Here we come to something that causes a great deal of trouble—catch basin skimmings. Catch basin skimmings and tank settling are the most common sources of dark fat in the packinghouse rendering operation. Catch basin skimmings contain materials from the animals' digestive tract which promote very rapid decomposition of the fat. The fat from typical catch basin skimmings, when wet rendered by itself, usually will have a free fatty acid content of 15 per cent or more, and a color equal to or greater than No. 1 tallow. Raw materials which should produce Fancy tallow can tolerate little material of such quality without being damaged to the extent that the entire fat production will grade Special. For example, a cooker load of bones and offal produced fat with a free fatty acid content of .5 per cent and with a color of 11 F.A.C. The addition of 7 per cent of catch basin skimmings to otherwise similar raw material increased the free fatty acid from .5 per cent to 3.9 per cent and the color from 11A to 19 F.A.C.

The recommended procedure in all cases is to skim the catch basin at least twice or more frequently each day, and to process the skimmings without delay. Experience indicates that from 3 to 5 per cent of catch basin skimmings, promptly handled, may be added to clean packinghouse offal without changing the grade of the fat produced. Note that we say changing the grade. In plants producing a higher percentage

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of catch basin skimmings, a study should be made to determine the source and what steps can be taken to reduce the quantity. If the quantity of catch basin skimmings remains excessive, the recommended method for processing is by wet rendering. The installation of a small wet rendering system may protect the bulk of the inedible fat production.

**Settlings.** Settlings obtained from settling and storage tanks are fine particles of bone and meat containing fat and water. Whenever water is present, settlings become sour in a period as short as 48 hours. Heat increases the rate of souring.

**Smokehouse Grease.** Fat drippings from the smoking operation sometimes are collected in buckets or washed into catch basins. This is a dark fat which will not bleach. One sample with only 1.4 per cent free fatty acid had a color of 25 F.A.C. Such material will degrade light fat and consequently should be accumulated separately.

Our third point is cooker operation. The conditions under which the raw materials are cooked can materially affect the quality of the finished fat. The factors in cooker operation are:

1. Raw material charge.
2. Jacket steam pressure.
3. Agitation.
4. End-point control.

**Raw Material Charge.** The correct charge for any cooker is the largest quantity of material that can be properly agitated. This quantity ranges from one-half to three-fourths full for normal packinghouse materials. Every plant should standardize charges as nearly as possible. This includes proportioning of the various raw materials, particularly bone, so that individual cooker charges are as nearly uniform as possible.

**Jacket Steam Pressure.** The lowest jacket steam pressure which will finish the cook in a reasonable time is recommended. This pressure should be determined by each operator for himself. It should not exceed 60 lbs. per square inch. Steam pressures of 35 to 50 lbs. are usually sufficient to cook a charge in a reasonable time. Excessive steam pressure will scorch the fat in the cooker. The temperature with a pressure of 80 lbs. per square inch is 324 degs. F. and temperature with 50 lbs. per square inch is 298 degs. F. Here is a difference of 26 degrees. The lower jacket steam pressure definitely protects fat quality for a longer time when operating control is subnormal.

**Agitation.** The effect of agitation is to increase the rate of cooking by bringing fresh material into contact with the surface of the shell. It also reduces the danger of scorching by taking the material away from the surface of the shell. The cooker charge should be agitated through the full cooking period. Agitator speeds are normally from 16 to 24 r.p.m. The present practice of some manufacturers is to increase agitator speeds which reduces cooking time without damaging quality.

**End-Point Control.** The end point is the most critical period of the whole cooking operation. The end point is reached when the moisture content of the tankage is reduced to the amount which gives best results in either pressing or solvent extraction. Recommended practice for completing a cook is to sample the cooker every 15 minutes when the end point is expected in about one hour. When the feel of the sample indicates that the cook should be finished in approximately 15 to 20 minutes, steam should be shut off the jacket. There is sufficient heat in the jacket itself and in the material to finish evaporating the moisture to complete the cook. Overcooking damages fat color, excessive fines are produced, and tankage does not press properly.

The damage to fat quality through overcooking is particularly bad as jacket steam pressures are increased. We have an illustration here showing a charge of material cooked at 120 lbs. per square inch of steam pressure. The color of the fat from this cook was 7 F.A.C. at the end of one hour. This increased to 11 F.A.C. at the end point. This charge was allowed to overcook for fifteen minutes and the result was a color of 15 F.A.C., or 4 F.A.C. points higher, showing the damage done in the short period of overcooking. Damage is done in varying amounts whenever material is overcooked.

**Pressure Cooking.** Grinding bones and heavy tissue is recommended however cooking is done. If the material is ground, our opinion is that the advantage of pressure cooking is questionable. The disadvantage of pressure cooking is that jacket steam pressures above the recommended 60 lbs. per square inch must be used to obtain practical cooking rates. As previously stated, the higher steam pressures increase the danger of scorching.

**Separation of Fat from Tankage.** The free fat separated during cooking should be removed from tankage before pressing or extraction. The temperature of the tankage going to the press should be at least 180 degs. F.

**Removal of Moisture and Impurities.** Settling is the method usually effective for removing moisture and impurities from inedible fat. The first step in settling is to heat the fat to 160 to 180 degs. F. If settling tanks can be filled rapidly enough it is not necessary to heat the fat since the temperature of most cooker loads when dumped is approximately 240 degs. F. The heated fat should be settled for a minimum of eight hours without steam in the coils. Heating causes movement and circulation of the fat which interferes with settling; fines will not settle properly in a tank while heat is in the coils.

The clear fat should be pumped to storage through the fat drawoff line, taking care not to include settlings. Settling tanks should be cleaned every time they are emptied. Settlings should not be added to the cooker at the beginning of a cook, but at the end of a cook in order to avoid excessive darkening

of the fat. They also may be spread over a bed of hot tankage in the percolating pan.

Some screw-pressed fats and some solvent-extracted fats contain fines which will not settle using the method described. Special procedures can be set up to settle fines from such fats.

Let us consider a brine washing setup in which a 10 per cent salt solution is added to the fat and the fat is heated with steam to a temperature of about 190 degs. F. The fat is then allowed to settle for some eight hours or overnight. The clear fat then can be drawn off through a suitable drawoff arrangement and the sludge remaining can be returned and reprocessed. An operation like this does a good job to give a clear fat, but it gives you sludge to worry about in subsequent processing. If a person can find the source of trouble in his cooking operation and eliminate it, he eliminates the problem of using a special procedure which creates a sludge containing fat that he doesn't want to throw away and which, in turn, will produce dark fat.

One of the things we want to do is to protect the finished fat quality. Fat in storage should be kept as near as possible to the original quality. Clean, dry fat stored at ordinary temperatures in clean tanks will keep well. Moisture breaks down fat to form free fatty acids and glycerine. The fat becomes darker in color at the same time.

Heat should not be put on storage tanks until the fat is ready to be shipped and then heat should be applied only until the fat is liquid enough to pump. It is poor practice to keep heat continuously on storage tanks. This results in an increase in color and in free fatty acid content.

Storage tanks should be cleaned every time they are emptied. In this connection deliveries should be scheduled so that settlings are removed before they become sour and damage the entire fat quality. In reprocessing settlings containing moisture, they should be added near the end of the cook. The fat from sour settlings should be degraded to dark fat whenever storage facilities are available.

**Loading and Sampling.** Only clean fat should be delivered from storage to tank cars, tank trucks or drums. Tank cars and tank trucks should be inspected and cleaned before loading. The shipper is responsible for the quality of the fat loaded.

In this discussion we have briefly outlined a method of producing high quality fat in a packer's inedible rendering plant. A study of the inedible rendering operation in any plant should include:

1. Separation of raw materials. The disposition of raw materials, such as catch basin stocks, tank settlings, and smokehouse grease should be checked to reduce probable damage to high quality fat.

2. Preparation of raw material. Hasher and washer operation should be examined to determine whether the supply of water is adequate or the equip-

ment is set up to give the most efficient operation.

**3. Cooker operation.** The size of raw material charges, jacket steam pressure, agitation, and end-point control are the factors which affect cooker operation.

**4. Separation of fat from tankage.** The end-point control in cooking should be checked when poor settling of fines occurs.

**5. Removal of moisture and impurities.** When fines cannot be settled, and the effect of previous processing cannot be corrected, special procedures should be studied.

**6. Protection of finished fat quality.** The frequency of cleaning settling and storage tanks should be checked. Continuous heating of fat in storage should be avoided.

This is essentially what we have found in our experience in rendering plants and we know that this method will produce fat of the best quality from the raw material and protect the quality of the fat after it is made.

**C. B. HEINEMANN:** Before we adjourn we have one very important item on the docket that we must consider. I don't mean to imply that we have to act on it one way or another, but I think we should bring it up and discuss it and arrive at a policy. I refer to the matter of emulsifiers. You gentlemen heard—I suppose you could probably term them the two opposing sides present the virtues of their respective products. It seems to me we have these alternatives: To disapprove them all, approve one or to declare ourselves neutral and approve neither. I should like to have someone take the floor on this to see if we cannot guide ourselves into an intelligent position. We cannot duck these emulsifiers. They are here and they are going to grow in importance whether we like it or not. So I think we ought very carefully to weigh and discuss every feature of them and act according to our best judgment. Will someone please take the lead in this discussion?

**WILBUR LA ROE:** I may be able to stimulate thought, although I haven't reached a satisfactory conclusion in my own mind. I am beginning to fear that NIMPA members, the independent packers, may be fenced in. I should like to explain it this way. The big packers have the benefit of this mono- or di-glyceride monopoly. I call it a monopoly because such study as I have been able to make of it convinces me that we are in a practical sense barred from the use of that patent even if we pay for its use, for the reason that the product is available under the patents only to those who have fully hydrogenated lard. That seems to me to close the door.

We cannot have a situation continue under which we are left at a helpless disadvantage. That makes me feel tentatively—and I use the word tentatively because I have never found in my law practice an area in which it is harder to get your feet solidly on the ground than it is in this matter of emulsifiers—that it would be wrong for us to vote

## HOSPITALITY EXTENDED—IN THE GRAND MANNER

1. Seated, left to right, Mike Baker; Martin D. Levy, vice president; Leonard D. Weill, secretary, and Al Freud, Rear, N. B. Berkowitz, Bob Sachs, Nate Ulick, Walter Wozniak, Fred Wilson, Duke Reichenbach and Alex Lavenberg, all of Berth, Levi & Co., Chicago.
2. Seated are Mrs. J. C. King, Mrs. J. S. Wedeler and Mrs. R. H. Marks. Standing, V. C. Austin, Ray Carroll, T. C. King, H. K. Hirach, secretary; Ronald Marks, vice president; J. S. Wedeler, and Harold G. Cook, all of Enterprise Incorporated, Dallas, Tex.
3. Seated are William J. O'Bryant, advertising manager, M. F. A. Packing Co., Inc., Springfield, Mo.; H. W. Tohtz and H. O. Tohtz, R. W. Tohtz & Co., Inc., St. Louis, and L. S. Keen, Keen Packing Co., Corsicana, Tex. Standing, Carl Hansman, Harry Becker, Stan Cash, advertising and sales manager, and Bill Jordan, all of R. W. Tohtz; Charles Hayes and Paul Mynatt, both of M. F. A. Packing Co., and E. O. Pasche, Archer-Daniels-Midland Co., Minneapolis, Minn., in the Tohtz hospitality room.
4. Seated: R. Byrnes; F. J. Bilek, chief development engineer; R. L. Gambill, executive vice president; C. Bonifield, and L. J. McQueen, sales manager. Standing, John Moorhead; K. Axelson; W. Worcester; H. Kollmorgen; C. P. Deverick; John Hill, advertising manager; K. Bard, and Jake Lissner, all of The Globe Co., Chicago.
5. Seated: R. R. Stigler, vice president; Seymour Oppenheimer, president; Donald D. Barraca, and Chester S. Wolf. Standing, Hank Flonacher; Bill Collar; Marty Lynn; Dick Weinman; Gary Rabiner; Harold Kenna; Larry Powers, and Ray O'Brien, all of Transparent Package Co., Chicago.
6. First row, Tom Murray; Joe Murray; Otto Bantel, and Robert M. Perkins, presi-
- dent. Second row, W. Schneider; John Clabo; Chas. Gartrell, and Wm. Karius, all of Linker Machines, Inc., Newark, N. J.
7. Seated, K. George Bauer, jr.; Charles B. Hill, president; M. A. Hagel, vice president; Dick Jordan, and P. A. Schuster. Standing, Robert P. McBride and Ed Asbury, all of Fearn Laboratories, Inc., Franklin Park, Ill.
8. A corner huddle in the E. G. James Co. hospitality room.
9. Packer-broker group in the Merrill Lynch, Pierce, Fenner & Beane hospitality room.
10. Earl Hardman, Milprint, Inc., Milwaukee, Wis.; Joseph Olesky, president, Olesky Packing Co., Talmadge, Ohio; Jack Manion, assistant general sales manager, Milprint, Inc.; Mrs. Steve Toth; Edward Bohrer, sausage superintendent, Canton Provision Co., Canton, O., and Steve Toth, Toth Packing Co., Youngstown, O.
11. Pictured in the Milprint hospitality room are (seated): Sylvia Rosenfeld; Ed Conrad, Milwaukee office; LaVerne Pehowski, meat division; Virginia Salter, Chicago office; Violet Kaufman, and Hugo Heller, jr., manager, Chicago office. Standing, Art Grafstrom, Chicago office; Frank Ryser, Frank Ryser Co., Chicago; Harry Rosenfeld, Brooklyn office; Fred Marsh and D. F. Houseshell, both of the meat division; Jack Manion, assistant general sales manager; Jim Baker, president, Jim Baker & Associates, Inc., Milwaukee, and Cliff Williams, Milprint's Chicago office.
12. J. P. Louderman, sales manager of meat packers cans, Continental Can Co.; and G. L. Jorgenson, packinghouse executive; L. S. Keen, owner, Keen Packing Co., Corsicana, Tex.; Willard P. Coleman, assistant sales manager, and Wilson B. Larkin, sales manager, Chicago district, Continental Can Co., New York, N. Y.

"aye" or "nay" on this subject at a time when we are so sorely lacking in information. I have a feeling, which is also very tentative, that the time may come soon when we shall have to file some sort of proceedings before the Bureau of Animal Industry to get permission for our members to use these Tweens and Spans in lard. That, too, is both legally and factually a difficult matter, but my mind is running in the direction of the appointment of a NIMPA committee of the best informed people we have on this subject of emulsifiers, which committee would be charged with the duty of keeping in the closest touch with this delicate situation and bringing recommendations to subsequent meetings of NIMPA.

**C. B. HEINEMANN:** I think Mr. La Roe's suggestion about a committee is an excellent one. I should like to ask if anyone would care to address himself to the matter to see just what the sense of the meeting is on it.

**W. L. MEDFORD:** I have one question. It does not concern a committee but is with reference to the possible toxicity of mono- and di-glycerides.

That question was not answered yesterday. I wonder if anyone here has any knowledge of that angle of the subject.

**C. B. HEINEMANN:** I think that that is a very important phase of it and I might supplement your remarks by stating that the eastern packers felt there had not been produced an acceptable proof that would definitely classify these emulsifiers as completely safe and there should be no approval given to emulsifiers of any type until they have been proved by acceptable and incontrovertible proof to be non-toxic when used in food or foodstuffs of any kind. I thought that a very safe ground.

I wonder if any of you would care to reply to Mr. Medford's inquiry as to your feeling about their toxicity. Mr. Hunt, would you care to express yourself?

**WELLS HUNT:** I think the original grounds that were discussed by Mr. La Roe are a sound procedure at this stage of our knowledge. It is a subject we cannot duck. We have to watch it, but we don't know enough at the present stage to take a definite position one

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way or another; therefore, I would be in favor of a program as suggested by Mr. La Roe, of having a competent and qualified committee appointed to follow the problem in order that the position of the organization can be more accurately arrived at.

**C. B. HEINEMANN:** Would you care to offer that as a motion?

**WELLS HUNT:** I would do so.

**W. L. MEDFORD:** Mr. Chairman, I don't remember whether it was at a meeting of the eastern division of NIMPA or whether it was the Eastern Meat Packers Association, but we passed a resolution concerning the toxicity of both of these products and also suggested that we recommend the inclusion of a minimum of fat.

**C. B. HEINEMANN:** With your permission I will read that resolution.

**W. L. MEDFORD:** Just a moment, Mr. Chairman. Yesterday I noticed that both the Atlas people and the Procter and Gamble people definitely stayed away from the recommendation as to the inclusion of a minimum for fear of incurring the enmity of the bakers, and I think that at our next meeting we should consider that angle of it. If they are afraid of it, we definitely should be afraid of it.

**C. B. HEINEMANN:** That is true and I propounded the question yesterday because at my own suggestion a representative of the Department of Agriculture in Washington had asked specifically if they would have any objection to obtaining the approval of a bread standard requiring the use of a certain amount of our product, and they replied to me that Mr. Frorer had indicated their willingness to accept that. As you did, I got the impression that for one reason or another they did not care to commit themselves yesterday.

**W. L. MEDFORD:** In view of the fact that those two points are rather moot at the present time, I would be glad to second Mr. Hunt's motion.

**WILBUR LA ROE:** May I make a comment very briefly. On this question of toxicity my own mind is just as much in the dark as any of you, but I do want to remind you that Procter and Gamble controls the patents on these mono- and di-glycerides which are only slightly different, I believe, from the Atlas product, although Atlas claims their product is an improvement over the Procter and Gamble mono- and di-glycerides, but the point I am trying to get across is this: These mono- and di-glycerides are being extensively used and if there was anything poisonous about them somebody would have been dead long ago. My tentative conclusion is that they cannot be very poisonous.

The Atlas product is chemically simpler, it has a slightly different base. We cannot say it is identical but I have a strong suspicion it is not poisonous. I admit the legal and factual difficulty of proving it, and I fully agree with Mr. Medford that only a minimum quantity should be used. From our point of

## HAPPY GROUPS IN HOSPITALITY SUITES

1. Seated: C. J. Zeitler, general manager, Sieloff Packing Co., St. Louis, Mo.; E. V. Kreuger, sales manager, meat and vegetable oil, Marathon Corp., Menasha, Wis.; M. F. Zoellner, Sieloff Packing Co., and Bill Vaughan, Marathon. Standing, C. Kolanay, Pulver Machinist Supply Co., Chicago; W. F. Snyder, Marathon; Harry Sulkin, Wilson & Co.; H. Stoegbauer and John H. Bonini, both Marathon, pictured in the Marathon hospitality room.
2. B. Czaja, sales department; Oscar Biedermann, president; W. B. Adams, sales manager, and Samuel Tominello, all of St. John & Co., Chicago.
3. Charles Strecker, Chicago office; Al Power, New York office; George E. Clausen, president, and M. E. Atkinson, Chicago office, all of Gentry, Inc., Los Angeles.
4. J. L. Quinto, J. W. Haley, C. D. Mulinix and Hamilton Moran were the Mulinix package hosts at the convention.
5. Seated: R. G. Denton; Mrs. A. F. Jaumann, and "Scotty" Strahan. Standing, E. T. Kisting and A. F. Jaumann, sales manager, photographed in the hospitality room of Leland Chemical Co., Milwaukee, Wis.
6. J. C. Lundmark, W. H. McCormac, L. W. Metzger and W. E. Tench, all sales engineers, V. D. Anderson Co., Cleveland, O.
7. Leonard J. Hantover, vice president, and Charles L. Abrams, sales manager, Phil Hantover, Inc., Kansas City; Jack Noelke, secretary, Meat Industry Supply and Equipment Association, Chicago; Phil Hantover, president, Phil Hantover, and J. D. Pepper, vice president, Pepper Packing Co., Denver, in the Phil Hantover, Inc., suite.
8. Seated, H. R. DeCressey, vice president;

view, the point that Mr. Medford and Mr. Heinemann have both mentioned is of terrific importance because unless we hold the use of these chemicals to a minimum we may find an enormous quantity of fat displaced by them. I confess that I could not tell the difference between the two kinds of cake that we had yesterday. One of those cakes had no fat in it at all, only the chemical. Unless we can hold it down to a minimum—and I am told that a minimum of 2, 3 or 4 per cent is all that is needed in the shortening to get the result—this thing can hurt us very badly. But we don't need to decide that now. All we need to do is to get a committee to keep on studying the problem and recommend what we should do.

**FRED DIXON:** I should like to bring up what seems to me like the similarity of this problem to the use of cereal, particularly the soybean product, some years back. The packing industry, in state laws as well as by the BAI, has been subjected to regulations concerning the quantity that can be included in sausage. Most packers resent being told what the minimum standards are going to be, and if asked offhand if they want a new law set up telling them how to make sausage will probably say "no." But I think in this case we can probably

pursue this minimum standard and protect ourselves and we won't be stepping out of bounds.

*The motion to appoint a special committee to study the subject of emulsifiers carried, and the following committee was named: Wells Hunt, chairman; F. Howard Firor; Herbert Rumsey, Jr.; John E. Thompson, and Dr. Burnett.*

*Mr. LaRoe then read an answer from Senator Milton R. Young to the telegram which the association had sent him the day before thanking him for his interest in the subject of fats and oils and urging him to investigate the fats and oils branch of the Department of Agriculture.*

*Resolutions were passed expressing the appreciation of the National Independent Meat Packers Association to officers of the Union Stock Yards and Transit Co. for their generous and gracious entertainment of the ladies attending the luncheon at the Saddle and Sirloin Club; to Miss Josephine Mutter for her capable handling of the program for ladies attending the convention, and to John E. Thompson, who was in charge of the convention program.*

*The meeting adjourned at 12 o'clock noon.*

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## Oppenheimer Casing Co. Elevates Four Officials

At the recent annual meeting of the board of directors of The Oppenheimer Casing Co., Chicago, four important advancements in positions of company executives were voted.

Harry D. Oppenheimer, former president of the company, was named to fill the newly created post of chairman of the board; Edward H. Oppenheimer, formerly vice president, was elected president; former vice president M. S. Holstein was elected first vice president, and V. N. Jenkinson was elected secretary.

While the board is recognizing the abilities of the respective individuals by the advancements in titles, no change in company policy is expected and there will be no change in the functions or responsibilities of the executive staff. The elections were made to strengthen and solidify the positions of the executive group, to insure a continuation of the company's progressive policy and place each individual where he can assume additional responsibilities.

### REVISED BRANNAN BILL

Senator Thomas, chairman of the senate agriculture committee, has introduced a bill (S. 1971) which constitutes a revised draft of the Brannan



EDWARD H.  
OPPENHEIMER

proposal previously introduced as S. 1882. According to Secretary of Agriculture Brannan, the bill would continue existing marketing quota provisions for tobacco, cotton, corn, wheat, rice and peanuts, with amendments necessary for effective operation of marketing quotas. Marketing quota provisions could be extended to other commodities, including meat animals, if the producers find it necessary to deal with "burdensome surpluses." Under the proposed bill a marketing quota for any commodity would have to be approved by the producers before it could be made effective.

## Michigan Meat Packers, AMI Plan Joint Meeting

At the request of the Michigan Meat Packers and Sausage Manufacturers Association, the American Meat Institute will again cooperate in the annual meeting of the Michigan group, a Dutch treat luncheon at Hotel Olds in Lansing, June 15. Leo Spayne, president of the Michigan association, will preside. Three members of the Institute staff—George M. Lewis, director of the department of marketing, R. F. Kieldsen, director of the sausage and casings division, and Merrill Maughan of the sales-service division—will attend.

The Michigan association has invited all Michigan meat packers and sausage manufacturers and companies doing business in Michigan to have representatives present and has asked that reservations be sent to Leo Spayne, president, Rosevale Packing Co., Dewitt, Mich., by those planning to attend.

### CUTTING RESULTS LESS FAVORABLE FOR ALL WEIGHTS

(Chicago costs and credits, first three days of week.)

Sizeable advances were again in evidence at Chicago for both pork products and hog costs. The cost of hogs increased substantially more than did the product values, resulting in poorer cutting margins for all three weights. Light weights cut out at minus 19c.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. Values reported here are based on available Chicago, market figures for the first three days of the week.

#### 180-220 lbs.—

	Value		
Pct. live wt.	Price lb.	per cwt.	per cwt. alive yield
Skinned hams	12.6	47.8	\$ 6.00
Picnics	11.6	40.0	5.80
Boston butts	4.2	40.0	1.68
Loins (blade)	10.1	58.2	5.88
Beefies, S. P.	11.0	29.7	3.28
Beefies, D. S.	...	...	4.72
Fat backs	...	...	3.2
Plates and jowls	2.9	12.8	.38
Raw leaf	2.8	9.0	.22
P. S. lard, rend. wt. 13.9	11.0	1.52	2.18
Spareribs	1.6	41.0	.66
Regular trimmings	3.8	23.7	.78
Feet, tails, etc.	2.0	10.4	.21
Offal & misc.	...	.60	.86
Total Yield & Value	69.5	\$23.15	\$33.31

#### 220-240 lbs.—

	Value		
Pct. live wt.	Price lb.	per cwt.	per cwt. alive yield
Skinned hams	12.6	47.5	\$ 5.99
Picnics	11.6	40.0	5.35
Boston butts	4.2	40.0	1.44
Loins (blade)	10.1	58.2	5.88
Beefies, S. P.	11.0	29.7	3.28
Beefies, D. S.	...	...	4.72
Fat backs	...	...	3.2
Plates and jowls	2.9	12.8	.38
Raw leaf	2.8	9.0	.22
P. S. lard, rend. wt. 13.9	11.0	1.52	2.18
Spareribs	1.6	41.0	.66
Regular trimmings	3.8	23.7	.78
Feet, tails, etc.	2.0	10.4	.21
Offal & misc.	...	.60	.86
Total Yield & Value	69.5	\$23.15	\$33.31

#### 240-270 lbs.—

	Value		
Pct. live wt.	Price lb.	per cwt.	per cwt. alive yield
Skinned hams	12.6	47.5	\$ 5.99
Picnics	11.6	40.0	5.35
Boston butts	4.2	40.0	1.44
Loins (blade)	10.1	58.2	5.88
Beefies, S. P.	11.0	29.7	3.28
Beefies, D. S.	...	...	4.72
Fat backs	...	...	3.2
Plates and jowls	2.9	12.8	.38
Raw leaf	2.8	9.0	.22
P. S. lard, rend. wt. 13.9	11.0	1.52	2.18
Spareribs	1.6	41.0	.66
Regular trimmings	3.8	23.7	.78
Feet, tails, etc.	2.0	10.4	.21
Offal & misc.	...	.60	.86
Total Yield & Value	69.5	\$23.15	\$33.31

	Per cwt. alive		
Cost of hogs	\$22.16	Per cwt.	\$21.97
Condemnation loss	.11	Per cwt.	.11
Handling and overhead	1.10	Per cwt.	.96
TOTAL COST PER CWT.	\$23.34	yield	\$23.04
TOTAL VALUE	23.15	yield	\$22.45
Cutting margin	-\$ .19	-\$ .44	-\$ .62
Margin last week	+\$ .71	+\$ .32	+\$ .45

## AMI PROVISION STOCKS

Packers moved 42,400,000 lbs. of pork meat out of storage during the last two weeks of May, a decline of 9 per cent from two weeks earlier. The 405,500,000 lbs. reported held on May 28 compared with 447,900,000 lbs. two weeks before, and was also smaller than holdings of 457,600,000 lbs. a year earlier and the 1939-41 average of 565,200,000 lbs. by 11 and 28 per cent, respectively.

Lard and rendered pork fat inventories totaling 142,000,000 lbs. were 5 per cent smaller than a fortnight earlier. Current stocks were 8,200,000 lbs. under 150,200,000 lbs. held on May 14, and were less than 144,300,000 lbs. held on the same date in 1948 and the average holdings for the comparable date in 1939-41 of 189,700,000 lbs.

Provision stocks as of May 28, 1949, as reported to the American Meat Institute by a number of representative companies, are shown in the table that follows. Because the firms reporting are not always the same from period to period (although comparisons are always made between identical groups), the table shows May 28 stocks as percentages of the holdings two weeks earlier, last year and the 1939-41 average for the comparable date.

	May 28 stocks as Percentages of Inventories on	May 29, 1948	1939-41 av.
<b>BELLIES</b>			
Cured, D. S.	94	65	4
Cured, S. P. and D. C.	99	126	
Frozen-for-cure, D. S.	100	19	
Frozen-for-cure, S. P. and D. C.	91	91	
Total bellies	95	87	84
<b>HAMS</b>			
Cured, S. P. regular	98	51	5
Cured, S. P. skinned	88	116	68
Frozen-for-cure, regular	59	50	1
Frozen-for-cure, skinned	89	61	70
Total hams	94	53	53
<b>PICNICS</b>			
Cured, S. P.	79	111	56
Frozen-for-cure	81	91	92
Total picnics	80	98	73
<b>FAT BACKS, D. S. CURED</b>	93	109	50
<b>OTHER CURED &amp; FROZEN</b>			
Cured, D. S.	95	111	76
Cured, S. P.	105	147	
Frozen-for-cure, D. S.	105	118	
Frozen-for-cure, S. P.	86	88	81
Total other	92	112	77
<b>TOT. D. S. CURED ITEMS</b>	94	76	..
<b>TOT. S. P. &amp; D. C. CURED</b>	93	122	70
<b>TOT. FROZ. FOR D. S. CURE</b>	104	47	..
<b>TOT. S. P. &amp; D. C. FROZEN</b>	87	77	80
<b>BARRELED PORK</b>	79	122	13
<b>TOTAL CURED AND FROZEN-FOR-CURE</b>	91	90	70
<b>FRESH FROZEN</b>			
Loins, shoulders, butts and spareribs	85	80	77
All other	97	72	117
Total	90	80	91
<b>TOT. ALL PORK MEATS</b>	91	80	72
<b>RENDERED PORK FAT</b>	97	131	**
<b>LARD</b>	94	98	73

\*Small percentage change. \*\*Included with lard.

## CHICAGO PROV. SHIPMENTS

Provision shipments by rail from Chicago for the week ended May 28:

	Week May 28	Previous week	Cor. wk.
Cured meats, pounds	21,517,000	15,345,000	18,465,000
Fresh meats, pounds	37,776,000	34,812,000	21,975,000
Lard, pounds	5,002,000	5,382,000	2,590,000

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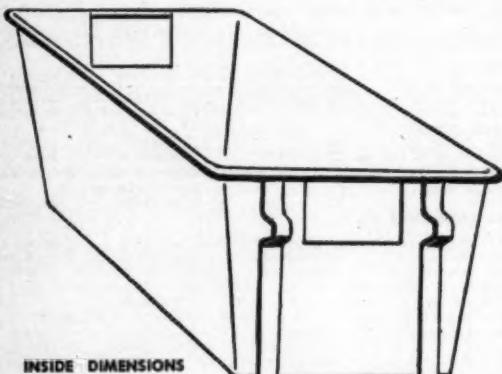
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**MARKET PRICES New York**

**WHOLESALE FRESH MEATS**

**CARCASS BEEF**

(L.C.L. prices)

June 1, 1949	
per lb.	
City	
Choice	44½ @ 49
Good	45 @ 47
Comm.	35½ @ 41
Can. & cutter	40½ @ 41½
Bol. bull	

Choice 44½ @ 49  
Good 45 @ 47  
Comm. 35½ @ 41  
Can. & cutter 40½ @ 41½  
Bol. bull

**BEEF CUTS**

(L.C.L. prices)

City	
No. 1 ribs, 30 to 40 lbs.	50 @ 62
No. 2 ribs, 30 to 40 lbs.	52 @ 56
No. 1 short ribs, untrrimmed	57 @ 67
No. 2 short ribs, untrrimmed	60 @ 69
No. 1 hinds and ribs	53 @ 57
No. 2 hinds and ribs	51 @ 55
No. 3 hinds and ribs	
No. 1 top sirloins	62 @ 65
No. 2 top sirloins	62 @ 65
No. 1 rounds, N. Y. back off.	52 @ 54
No. 2 rounds, N. Y. back off.	50 @ 52
No. 1 chuck, non-Kosher	39 @ 40
No. 2 chuck, non-Kosher	38 @ 39
No. 8 chuck, non-Kosher	
No. 1 briskets	38 @ 36
No. 2 briskets	34 @ 36
No. 1 flanks	15 @ 16
No. 2 flanks	15 @ 16

No. 1 ribs, 30 to 40 lbs. 50 @ 62  
No. 2 ribs, 30 to 40 lbs. 52 @ 56  
No. 1 short ribs, untrrimmed 57 @ 67  
No. 2 short ribs, untrrimmed 60 @ 69  
No. 1 hinds and ribs 53 @ 57  
No. 2 hinds and ribs 51 @ 55  
No. 3 hinds and ribs  
No. 1 top sirloins 62 @ 65  
No. 2 top sirloins 62 @ 65  
No. 1 rounds, N. Y. back off. 52 @ 54  
No. 2 rounds, N. Y. back off. 50 @ 52  
No. 1 chuck, non-Kosher 39 @ 40  
No. 2 chuck, non-Kosher 38 @ 39  
No. 8 chuck, non-Kosher  
No. 1 briskets 38 @ 36  
No. 2 briskets 34 @ 36  
No. 1 flanks 15 @ 16  
No. 2 flanks 15 @ 16

**FRESH PORK CUTS**

(L.C.L. prices)

Western	
Boston butts, 4 to 8 lbs.	43 @ 45
Pork loins, 12 lbs do.	62 @ 63
Hams, regular, und. 14 lbs	47½ @ 47½
Hams, skinned, 14 lbs. do.	48½ @ 49½
Picnics, bone in, all weights	29½ @ 37
Pork trimmings, ex. lean	51 @ 53
Pork trimmings, regular	25 @ 27
Spareribs, under 3 lbs.	43 @ 44
Bellies, sq. cut, seedless, 8/12	31 @ 33
City	
Boston butts, 4/8	42 @ 46
Shoulders, N. Y.	38 @ 41
Pork loins, fr., 10/12 lbs	62 @ 65
Hams, regular, under 14 lbs	
Hams, regular, under 14 lbs	48 @ 50
Hams, skinned, 14 lbs.	51 @ 52
Picnics, bone in, 4/8	35 @ 40
Pork trim, ex. lean	
Pork trim, regular	22 @ 24
Spareribs, light	44 @ 46

Western	
Veal breads, under 6 oz.	65
6 to 12 oz.	80
12 oz. up	1.00
Beef kidneys	30
Beef livers, selected	75
Lamb fries	55
Oxtails, under ½ lb.	16
Oxtails, over ½ lb.	30

**WESTERN DRESSED MEATS AT NEW YORK**

WEDNESDAY, JUNE 1, 1949

All quotations in dollars per cwt.

**BEEF:**

**STEER:**

**Choice:**

350-500 lbs.	None
500-600 lbs.	None
600-700 lbs.	\$45.00-46.00
700-800 lbs.	44.50-45.50

**Good:**

350-500 lbs.	None
500-600 lbs.	44.00-44.50
600-700 lbs.	44.00-44.50

**COW:**

Commercial, all wts.	36.00-38.00
Utility, all wts.	35.00-37.00
Cutter, all wts.	None
Canner, all wts.	None

**VEAL AND CALF:**

**SKIN OFF, CARCASS:**

**Choice:**

80-130 lbs.	47.00-49.00
130-170 lbs.	46.00-49.00

**Good:**

50-80 lbs.	43.00-46.00
80-130 lbs.	44.00-47.00
130-170 lbs.	None

Commercial, 40-60 lbs. 43.00-46.00  
80-130 lbs. 44.00-47.00  
130-170 lbs. None

Utility, 40-60 lbs. 43.00-46.00  
80-130 lbs. 44.00-47.00  
130-170 lbs. None

Shoulders, Skinned, N. Y. Style: 8-12 lbs. None  
Butts, Boston Style: 4-8 lbs. 43.00-45.00

**DRESSED HOGS**

Hogs, gd. & ch., hd. on, lf. fat in 100 to 136 lbs.	31½ @ 32½
137 to 153 lbs.	31½ @ 32½
154 to 171 lbs.	31½ @ 32½
172 to 188 lbs.	31½ @ 32½

**SPRING LAMBS**

Choice lambs	.66 @ .69
Good lambs	.62 @ .67
Legs	.62 @ .66
Hindsaddles	.62 @ .68
Loins	.78 @ .82

**MUTTON**

(L.C.L. prices)	Western
Good, under 70 lbs.	.28 @ .32

**VEAL—SKIN OFF**

(L.O.L. prices)	Western
Choice carcass	.46 @ .49
Good carcass	.43 @ .47
Commercial carcass	.40 @ .44
Utility	

**BUTCHERS' FAT**

(L.C.L. prices)	Western
Shop fat	.14
Breast fat	.2
Edible suet	.2
Inedible suet	.2

**LIVESTOCK SUPPLY SOURCES**

Percentages of livestock slaughtered during April 1949, bought at stockyards and direct were reported by the USDA as follows:

Apr. 1949	Mar. 1949	Apr. 1948
Per cent	Per cent	Per cent
Cattle—		
Stockyards	77.4	76.7
Other	22.6	23.3
Calves—		
Stockyards	57.3	54.1
Other	42.7	45.9
Hogs—		
Stockyards	40.5	40.1
Other	59.5	55.9
Sheep and lambs—		
Stockyards	54.2	61.8
Other	45.7	38.2

Commercial:	
50-80 lbs.	40.00-43.00
80-130 lbs.	41.00-44.00
130-170 lbs.	None

Utility, all wts.	
30-40 lbs.	57.00-59.00
40-45 lbs.	57.00-59.00
45-50 lbs.	58.00-58.00

50-60 lbs.	58.00-57.00
Commercial, all wts.	None
Utility, all wts.	None

MUTTON (EWE): 70 lbs. down:	
Good	28.00-32.00
Commercial	25.00-29.00
Utility	None

**FRESH PORK CUTS: Loins No. 1: (BLADELESS INCL.)**

8-10 lbs.	62.00-68.00
10-12 lbs.	62.00-68.00
12-16 lbs.	60.00-62.00
16-20 lbs.	None
Shoulders, Skinned, N. Y. Style:	
8-12 lbs.	None
Butts, Boston Style:	
4-8 lbs.	43.00-45.00

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

#### CARLOT TRADING LOOSE BASIS

##### F.O.B. CHICAGO OR

##### CHICAGO BASIS

THURSDAY, JUNE 2, 1949

##### REGULAR HAMS

##### Fresh or Frozen

8-10

45½ n

# BY-PRODUCTS—FATS—OILS

## TALLOWS AND GREASES

Thursday, June 2, 1949.

The market on tallow and greases was very quiet with little activity registered early. A mixed situation prevailed in price structures with offerings generally  $\frac{1}{4}$  to  $\frac{1}{2}$  higher than bid prices, resulting in a dull situation. Buyers were on the side lines, including large soapers, until Wednesday afternoon when they procured moderate quantities of product at their levels. Prime tallow moved at 5¢c, special tallow at 5½¢c, and yellow grease at 5½¢c, delivered Chicago. Following these purchases, the large soapers reduced their buying levels Thursday to 5½¢c on fancy tallow and 5½¢c on choice white grease.

Trading early was dull with buyers and sellers apart on price ideas. About midweek offerings were more liberal; however, selling was reduced in several quarters to a minimum.

Wednesday a couple tanks of prime tallow sold at 5½¢c, delivered Chicago. Another sale involved a few tanks each of prime tallow at 5½¢c and special tallow at 5½¢c, delivered Chicago. In another quarter, a couple tanks each of prime tallow sold at 5½¢c and special at 5½¢c, delivered consuming points. Several more tanks of prime tallow sold at 5½¢c, special tallow at 5½¢c, and yellow grease at 5½¢c, delivered Chicago.

Trading was light to dull Thursday. A few tanks of prime tallow sold at 5½¢c delivered Chicago. A quantity of special tallow also sold at 5½¢c, and a tank of yellow grease moved at 4½¢c, delivered Chicago.

**TALLOWS:** Thursday edible tallow was quoted at 6%@7c nominal, basis carlots, delivered consuming points; fancy, 5%@ 6c nominal; choice, 5%@ 5½¢c nominal; prime, 5½¢c; special, 5½¢c; No. 1, 5c; No. 3, 4½¢c nominal; and No. 2, 4½¢c nominal.

**GREASES:** Reductions of  $\frac{1}{2}$  to  $\frac{1}{2}$ c

## EASTERN FERTILIZER MARKET

New York, June 2, 1949

Trading was more active the past few days in packinghouse by-products. Several cars of wet rendered tankage sold at \$8.25, f.o.b. eastern shipping points. A car of dried blood sold at \$8.00, f.o.b. New York, and additional quantities were offered at this price.

The crackling market advanced 5c per unit of protein to \$2.30, f.o.b. New York, and available supplies were well cleaned up at that price.

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

### Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b. Production point	\$48.00
Blood, dried 16% protein, per ton, f.o.b. Blood, dried 16% protein, per ton, f.o.b.	8.00
Unground fish scrap, dried, 60% protein nominal, f.o.b. Fish Factory, per unit	2.40
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports	51.00
in 100-lb. bags	54.50
Fertilizer tankage, ground, 10% ammonia, 10% B.P.L., bulk	nominal
Feeding tankage, unground, 10-12% ammonia, bulk, per unit of ammonia	8.25

### Phosphates

Bone meal, steam, 2 and 50 bags, per ton, f.o.b. works	\$60.00
Bone meal, raw, 4½% and 50% in bags, per ton, f.o.b. works	65.00
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit	.76

### Dry Rendered Tankage

40/50% protein, unground, per unit of protein	\$2.30
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were registered Thursday. Choice white grease was quoted at 5½@5½¢c nominal; A-white, 5½@5½¢c nominal; B-white, 5½@5½¢c nominal; yellow, 4%@ 5½¢c nominal; house, 4½¢c nominal; brown, 4c nominal, and brown, 25 f.f.a., 4½¢c nominal.

**GREASE OILS:** Continued activity was reported with good interest and demand. The volume of trading was good and slightly in advance of production. Thursday's quoted prices were

## BY-PRODUCTS MARKETS

(Chicago, Thursday, June 2, 1949.)

	Unit
Unground, per unit of ammonia	*\$7.25@7.50
Wet rendered, unground, loose	
Low test	*\$9.50@9.75
High test	*\$9.00@9.25
Liquid stick tank cars	3.00

### Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bulk	115.00
55% meat scraps, bulk	126.50
50% feeding tankage, with bone, bulk	95.00@100.00
60% digester tankage, bulk	105.00
80% blood meal, bagged	115.00@120.00
65% BPL special steamed bone meal, bagged	75.00

### Fertilizer Materials

	Per ton
High grade tankage, ground 10@11% ammonia	\$5.75@6.00
Bone tankage, unground, per ton	*\$7.50@40.00
Hoof meal, per unit ammonia	\$7.00

### Dry Rendered Tankage

	Per unit Protein
Cake	**\$2.20@2.30
Expeller	**\$2.20@2.30

### Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$1.50@2.00
Hide trimmings (green, salted)	1.00
Sinews and pizzles (green, salted)	1.00
Cattle jaws, skulls and knuckles	\$60.00
Pig skin scraps and trim, per lb.	3@3½

### Animal Hair

Winter coil dried, per ton	\$100.00
Summer coil dried, per ton	\$35.00@57.50
Cattle switches	4½@5½
Winter processed, gray, lb.	.13
Summer processed, gray, lb.	.7@8

\*Quoted f.o.b. basis.

\*\*Quoted Delivered basis.

unchanged, with No. 1 lard oil quoted at 11c, l.c.l. in drums, f.o.b. Chicago; prime burning oil at 13½c, and acidless tallow at 11c.

**NEATSFOOT OIL:** Steady and unchanged prices continued this week. Inquiry was good on both domestic and export production. Sales interest at current prices was in evidence. Pure neatsfoot oil was quoted at 17c, in drums, l.c.l., f.o.b. Chicago; 20-degree neatsfoot, at 23c, and 15-degree at 24c.

*Willibald Schaefer Company*

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AMERICAN MEAT INSTITUTE ASSOCIATE MEMBER:

NATIONAL INDEPENDENT MEAT PACKERS ASSOCIATION

FOOT OF BREMEN AVENUE  
ST. LOUIS 7, MO.



CHESTNUT 9630  
TELETYPE SL-371  
WESTERN UNION PHONE

## VEGETABLE OILS

Thursday, June 2, 1949.

The major crude vegetable oils market displayed weakness with declines registered on all descriptions following the uneasiness in other commodity markets. Prices were reduced from  $\frac{1}{4}$  to  $\frac{1}{2}$ c with scattered trading. Buyers were on the side lines early; however, midweek trading and interest were accelerated by the lower prices. Spotty selling continued about weekend at the reduced levels. Supplies were generally in excess of demand.

**SOYBEAN OIL:** Moderate trading was reported at fractionally lower levels with both mills and refineries participating. The volume was light. Bids and sales were reported early at 10c for spot delivery, while offerings for June and July were relatively scarce. A fair

volume of August-September material was available at 10c, with bids at 9 $\frac{1}{2}$ c. Product for spot shipment was quoted Thursday at 9 $\frac{1}{2}$ c, down  $\frac{1}{2}$ c.

**CORN OIL:** The short holiday week and the weak undertone in other oils influenced a dull market. Trading was light with June oil moving at 11 $\frac{1}{2}$ c. Offerings were made at fractionally higher prices but were unsold, and demand continued meager. Additional bids of 11 $\frac{1}{2}$ c were in the market. The closing Thursday was down  $\frac{1}{2}$ c at 11 $\frac{1}{2}$ c asked.

**COCONUT OIL:** The market was steady to weak with product offered for spot shipment at 15 $\frac{1}{2}$ @15 $\frac{1}{2}$ c. Bids were noted at 14 $\frac{1}{2}$ c for straight June product with 14 $\frac{1}{2}$ c asked. Delivery for first week of July was quoted at 13 $\frac{1}{2}$ c asked, and straight July at 13 $\frac{1}{2}$ c. Thursday's price was 15 $\frac{1}{2}$ c asked, also down  $\frac{1}{2}$ c to  $\frac{1}{2}$ c.

**PEANUT OIL:** The market was quiet early with only light and scattered selling. The general trend was lower with bid prices down  $\frac{1}{4}$  to  $\frac{1}{2}$ c. Nominal quotations prevailed in most part. Offerings at 12 $\frac{1}{2}$ c were reported with bids at 12 $\frac{1}{2}$ c. Product for June delivery was sold at 12c in the southeast. Product for spot shipment was quoted at 13c asked; however, no sales came to light. The quoted price Thursday was 12c nominal, down  $\frac{1}{2}$ c.

**COTTONSEED OIL:** The market displayed further weakness with prices again dipping. Buyers were awaiting

developments in other commodity markets. Early trading in the Valley and Southeast came to light at 10 $\frac{1}{2}$ c with Texas  $\frac{1}{2}$ c less. Additional sales at reduced prices were later reported. Offerings in Texas were reported at 9 $\frac{1}{2}$ c with sales about weekend at 9 $\frac{1}{2}$ c. Valley and Southeast were quoted Thursday at 10c paid and Texas at 9 $\frac{1}{2}$ c paid, all down  $\frac{1}{2}$ c.

The N. Y. cottonseed oil futures market registered further declines. Thursday's July low price of 12.30 was the year's low for this crop. The futures market quotations were as follows:

MONDAY, MAY 29, 1949

No Session of the N. Y. Exchange, Monday, May 30, Memorial Day.

TUESDAY, MAY 31, 1949

	Open	High	Low	Pr. cl.
July	12.02	12.75	12.35	12.54
Sept.	12.30	12.40	12.05	12.25
Oct.	11.90	12.00	11.90	11.97
Dec.	11.00	12.00	11.70	11.80
Jan.	11.90	12.00	11.70	11.80
Mar.	11.80	12.00	11.70	11.80
May ('50)	11.80	12.00	11.70	11.80

Total sales: 187 contracts.

WEDNESDAY, JUNE 1, 1949

	Open	High	Low	Pr. cl.
July	12.53	12.58	12.32	12.47
Sept.	12.28	12.38	12.00	12.17
Oct.	11.85	11.90	11.80	11.94
Dec.	11.65	11.76	11.65	11.70
Jan.	11.65	12.00	11.65	11.75
Mar.	11.65	12.00	11.65	11.75
May ('50)	11.65	12.00	11.65	11.75

Total sales: 163 contracts.

THURSDAY, JUNE 2, 1949

	Open	High	Low	Pr. cl.
July	12.40	12.44	12.30	12.35
Sept.	12.10	12.15	12.00	12.17
Oct.	11.85	11.88	11.80	11.77
Dec.	11.65	11.69	11.60	11.62
Jan.	11.65	12.00	11.65	11.70
Mar.	11.65	12.00	11.65	11.70
May ('50)	11.65	12.00	11.65	11.65

Total sales: 134 contracts.

\*B.M. ?Nominal. \*\*New low for crop.

## VEGETABLE OILS

Crude cottonseed oil, carlots, f.o.b. mills	10pd
Valley	10pd
Southeast	10pd
Texas	9 $\frac{1}{2}$ pd
Soybean oil, in tanks, f.o.b. mills	9 $\frac{1}{2}$ pd
Midwest	9 $\frac{1}{2}$ pd
Corn oil, in tanks, f.o.b. mills	11@11 $\frac{1}{2}$ c
Coconut oil, Pacific Coast	15 $\frac{1}{2}$ c
Peanut oil, f.o.b. Southern points	12c
Cottonseed foots	
Midwest and West Coast	13c @2 $\frac{1}{2}$ c
East	13c @2 $\frac{1}{2}$ c

## OLEOMARGARINE

Prices f.o.b. Chgo.	
White domestic, vegetable	25
White animal fat	25
Min. churned pastry	25
Water churned pastry	24

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# HIDES AND SKINS

Trading on packer hides continues light—Packers well sold up, offerings light—Native steers sold steady to higher—Butt brands absent—Native and branded cows sold higher—Bulls, calf and kipskins dormant, steady.

## Chicago

**PACKER HIDES:** The short holiday week, coordinated with curtailed supplies, influenced light trading. Early this week packers were inclined to pulse the market and tanners were choosey, awaiting offerings. Trade reports indicated outside packers did not participate in this week's liquidation.

The margin in prices narrowed, with a better quality of hides being offered, mostly May with a few of April salting. The market in general retained a steady to firm position, with a few descriptions reportedly sold at higher prices. All-light native steers sold higher from premium northern points. Heavy, mixed light and heavy, and ex-light native steers continued firm. One lot of ex-light native steers sold at the top of the market, 29c. Butt brands, Colorados and heavy Texas steers were absent, and were quoted nominally unchanged from the previous week. Heavy and light native cows and branded cows displayed the most strength and sold higher. The spread in prices on these descriptions narrowed considerably. Heavy native cows sold up to 24½c and light natives to 26½c, Chicago basis.

Approximately 42,000 hides were reported sold this week, considerably lower than last week. All descriptions of native steers were offered and sold, involving about 23,000 hides. Late last week one packer sold 1,600 all-light native steers at 24½c, f.o.b. river point, May salting; another sold 2,000 of same at 24c, May takeoff, Chicago. Also one packer sold 1,000 May light native steers at 24½c, f.o.b. St. Paul. One lot of mixed light and heavy native steers were reported being sold at 21c, May salting, basis f.o.b. Milwaukee.

Late last Friday one packer sold 1,600 heavy native steers, May salting, at 21c, f.o.b. St. Paul. This week another packer sold 1,000 of same, at 19½c, f.o.b. St. Louis. Still another sold two lots of heavy native steers, one all May takeoff at 19½c, Chicago basis, and a total of 5,000 of the same, with April's moving at 18½c and April-May at 19c, all f.o.b. shipping points. One lot of 2,500 ex-light native steers, May salting, sold about weekend at 29c, Chicago basis. Packer sold 1,000 light Texas steers, May salting, at 20½c, f.o.b. shipping point. Another sold 1,400 of same, May takeoff, at 21c, Chicago basis.

Light native cows sold in a fair way. One packer sold 5,500 light native cows from several shipping points, basis 26c f.o.b. Ex St. Louis and St. Joe, April and May salting, and March through April salting at 25½c f.o.b. Cleveland and 25c, f.o.b. Evansville. Another packer sold 1,400 light native cows, May takeoff, at 26c, f.o.b. Omaha, and 1,500 of the same, also May takeoff, at 26½c, f.o.b. St. Louis. Another sale involved 1,800 Kansas City and Wichita light native cows, May salting, at 26½c, Chicago freight equalized. Later another packer sold 1,200 of the same, May forward salting, on identical basis.

The packer bull market was a dull affair and steady prices again prevailed. Packers are reportedly in a good position on this description. Native bulls were again quotable nominally at 16½@17c and brands at 15½@16c.

**OUTSIDE SMALL PACKER:** No material change was reported in the small packer hide market; however, a mixed situation still exists, with varied prices reported. Sales in most part were spotty and scattered. Trade reports indicated prices were again influenced by tanner interest, location and condition of hides. One sale was reported on 46-lb. average at 24½c, flat, f.o.b. shipping point, another on 52-lb. average weight hides, selected and trimmed, at 21½c, f.o.b., while offerings in other quarters on the same weights were unsold. Another car

of 46-lb. average weight hides moved at 21c, flat, f.o.b. Steady to firmer prices seemed in evidence.

Country hides were relatively dormant. Car of 45-lb. weight hides was reported to have sold at 19½c, flat, f.o.b. Quotations were unchanged, with all weights quotable at 15½@17c nominal.

**PACIFIC COAST HIDES:** Activity continued dull. Trading was quiet and prices were about steady to strong. Unconfirmed rumors of sales came to light, with reports that small packers in this quarter moved a quantity of steer hides at 16½c and cows at 18½c flat, f.o.b.

**PACKER CALF AND KIPSKINS:** Again a dull market was reported on calfskins. Local packers are in a well sold up position.

The market on packer kipskins was also quiet. Steady prices prevailed at the quotable list. Packer northern native kipskins were quoted at 46½c, southern natives at 44c and brands at 2½c less.

The packer slunk market firmed up a bit this week, influenced by one sale reported involving 5,000 regular slunks at \$2.85 each, up 5c from the previously reported trading. Hairless slunks, 16-in. and up were reported to have been offered at about \$1.00 each, but unsold. This description is quoted nominally at 90c@\$1.00 each.

**SHEEPSKINS:** Further activity was reported during the week and good buying interest was again registered. Mutton and shearling tanners were reportedly in the market, with inquiry in general directed to all grades. Steady to firm prices were again in evidence. Trading continued from several quarters. One packer sold several cars this week, mixed, with No. 1 shearlings moving at \$2.85 each, No. 2's, at \$2.10, No. 3's, at \$1.60 and No. 4's at \$1.00 each. Another packer sold a couple cars, involving No. 1's at \$2.85, No. 2's at \$2.10 and No. 3's at \$1.60 each.

No material change was noted in the pickled skin market. While trends indicated a firmer price tone, sales were not in evidence to substantiate this. A few packers are accumulating the new crop, according to reports, while others are reluctant to enter production, with shearlings currently in good demand.

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## CHICAGO PROVISION STOCKS

Lard stocks during the last half of May declined 1,407,692 lbs., dropping from 82,670,473 lbs. at midmonth to 81,262,781 lbs. on May 31. A month earlier, holdings were 2,329,598 lbs. larger; however, May 31 lard inventories were well ahead of those a year ago.

Total pork meats of 49,118,648 lbs. in storage at the end of May declined 10,532,875 lbs. from April 30, and were also considerably smaller than May 31, 1948 holdings.

	May 31, '49, lbs.	Apr. 30, '49, lbs.	May 31, '48, lbs.
All barrelled			
pork (blbs.)	965	1,050	275
P. S. lard (a)	70,014,416	72,867,801	61,878,880
P. S. lard (b)	6,577,000	6,578,000	328,000
Dry rendered			
lard (a)	634,926	391,000	725,670
Dry rendered			
lard (b)	280,000	280,000	
Other lard	3,756,445	3,980,578	11,886,551
<b>TOTAL LARD</b>	<b>81,262,781</b>	<b>83,592,379</b>	<b>74,724,060</b>
D. S. cl. bellies			
(contract)	139,200	98,000	567,000
D. S. cl. bellies			
(other)	5,523,384	5,970,383	10,162,162
<b>TOTAL D. S.</b>			
CL. BELLIES	5,662,584	6,063,888	10,729,162
D. S. rib bellies			
D. S. fat backs	1,245,128	1,545,000	2,290,143
S. P. regular			
hams	1,279,000	2,908,000	569,808
S. P. skinned			
hams	12,905,662	16,305,740	16,241,668
S. P. bellies	15,061,172	16,489,411	21,371,621
S. P. picnics			
Boston shadrs.	5,448,719	7,189,142	5,901,756
Other cut meats	7,426,353	9,157,888	13,910,352
<b>TOTAL ALL MEATS</b>	<b>49,118,648</b>	<b>59,651,523</b>	<b>71,014,520</b>
(a) Made October 1, 1948. (b) Made previous to October 1, 1948.			
The above figures cover all meats in storage in Chicago, including holdings owned by the government.			

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## CHICAGO HIDE QUOTATIONS

	PACKER HIDES	Week ended	Previous	Cor. week,
Nat. stra.	21	21 1/2	24	25 @ 26
Hvy. Tex. stra.	19	19	19	24
brad'd stra...	19	19	24	23 1/2
Hvy. Col. stra...	18 1/2	18 1/2	23	23 1/2
Ex-light Tex.				
stra...	26 1/2	26 1/2	27	28 1/2
Brad'd cows...	20	19 1/2	21	27 1/2
Brad'd all cows...	20 1/2	20 1/2	21	27 1/2
Lt. nat. cows...	26 1/2	26 1/2	24 1/2	29 1/2
Nat. bulls...	16 1/2	17 1/2	17	18 1/2
Brad'd bulls...	15 1/2	16 1/2	16 1/2	17 1/2
Calfskins, Nor. nat.	60	65	58	55
Kips, Nor. nat.	64 1/2	64 1/2	63	57 1/2
Kips, Nor. brad	64	64	63	55
Slunks, reg...	12.85	12.75	13.00	11.00
Slunks, shrts...	9.85	8.90	1.00	1.10

### CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts...	19	21	15 1/2 @ 20 1/2	23	26
Brad'd all wts...	18	20	17 1/2 @ 19 1/2	22	25
Nat. bulls...	13	13	12 1/2 @ 13 1/2	14 1/2	15
Brad'd bulls...	12 1/2	12 1/2	12 1/2 @ 13 1/2	13 1/2	14
Calfskins...	40	42	40 @ 42	40	45
Kips, nat...	28	30	28 @ 30	25	26
Slunks, reg...	2.00	2.25	2.00 @ 2.25	2.75	3.00
Slunks...	50	75	50 @ 75	75	1.00
All packer hides and all calf and kipskins quoted on trimmed, selected, trimmed; all slunks quoted flat.					

### COUNTRY HIDES

All-weights	15 1/2 @ 17	15 1/2 @ 17	19 1/2 @ 21 1/2		
Bulls	11 1/2	11 1/2	11 1/2 @ 13 1/2		
Calfskins	23	25	22 @ 24		
Kipskins	20	23	19 1/2 @ 21 1/2	21	22
All country hides and skins quoted on flat trimmed basis.					

### SHEEPSKINS, ETC.

Pkr. shearlgs.					
No. 1...		2.85	2.85	3.50 @ 3.00	
Dry pelts	28	30n	28 @ 30n		28 1/2
Horsehides	9.00	9.25	9.00 @ 9.25	9.50 @ 11.00	

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended May 28, 1949, were 6,732,000 lbs.; previous week, 5,246,000 lbs.; same week 1948, 5,002,000 lbs.; 1949 to date, 158,080,000 lbs.; corresponding

## N. Y. HIDE FUTURES

MONDAY, MAY 29, 1949

Memorial Day Holiday.

TUESDAY, MAY 30, 1949

	Open	High	Low	Close
June	20.25	20.30	19.78	19.85b
Sept.	20.20b	20.34	19.75	19.85b
Dec.	20.20b	20.05	19.84	19.95b
Mar.	19.70b	19.70b	19.40b	19.40b

Closing 36 to 45 points down; sales 83 lots.

WEDNESDAY, JUNE 1, 1949

	Open	High	Low	Close
June	19.80	20.00	19.80	19.98
Sept.	19.94b	20.00	19.90	19.98
Dec.	20.05b	20.11	20.06	20.06b
Mar.	19.50b	19.50b	19.50b	19.55b

Closing 2 to 10 points higher; sales 82 lots.

## MARCH MARGARINE TAX

Taxes paid on oleomargarine during March were reported as follows:

Mar. 1949

Excise taxes (including special taxes) ....	\$1,400,644.35	\$904,180.16
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Quantity of products on which tax was paid in March 1949 and 1948:

Oleomargarine, colored, lbs.	12,483,978	6,780,627
Oleomargarine, uncolored, lbs.	65,282,300	63,921,000

period a year earlier, 142,327,000 lbs.

Shipments of hides from Chicago by rail for the week ended May 28, 1949, totaled 5,151,000 lbs.; previous week, 3,981,000 lbs.; same week last year, 4,456,000 lbs.

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CHICAGO

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# LIVESTOCK MARKETS

## Weekly Review

### Meat Produced Under Federal Inspection Is Above the Previous Week and Year

**M**EAT production under federal inspection for the week ended May 28 totaled 279,000,000 lbs., the U. S. Department of Agriculture estimated this week. Slaughter of all species was up from last week with production 8 per cent above the 259,000,000 lbs. reported last week, and 3 per cent above the 272,000,000 lbs. recorded for the same week last year.

Cattle slaughter of 246,000 head was

200 head—5 per cent above 835,000 recorded last week, but 6 per cent below the 933,000 kill of the same week in 1948. Production of pork was 119,000,000 lbs., compared with 112,000,000 in the preceding week and 140,000,000 in the same week last year. Lard production was estimated at 32,100,000 lbs. compared with 32,500,000 in the previous week and 32,500,000 processed in 1948.

Sheep and lamb slaughter of 203,000

#### ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION<sup>1</sup>

Week ended May 28, 1949—with comparisons

Week Ended	Beef			Pork (excl. lard)			Lamb and mutton			Total meat Prod. mil. lb.	
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	
	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	
May 28, 1949	246	136.8	138	14.5	874	118.9	203	8.7	278.9		
May 21, 1949	227	127.6	116	11.6	835	111.9	173	7.6	258.7		
May 29, 1948	215	108.5	123	13.3	933	140.0	232	9.8	271.6		

#### AVERAGE WEIGHT (LBS.)

Week Ended	Cattle			Sheep & lambs			LARD PROD.			
	Live	Dressed	Calves	Hogs	Dressed	Live	Per	Total	lbs.	
							100	mil.	lbs.	
May 21, 1949	502	556	187	105	246	136	98	43	14.9	32.1
May 14, 1949	1,001	562	177	100	248	134	95	44	15.7	32.5
May 29, 1948	945	505	196	108	261	150	91	42	13.3	32.5

<sup>1</sup>1949 production is based on the estimated number slaughtered for the current week and on average weights of the preceding week.

up 8 per cent from the 227,000 reported last week and 14 per cent above the 215,000 kill of the corresponding week last year. Beef production was estimated at 137,000,000 lbs., compared with 128,000,000 lbs. for the preceding week and 109,000,000 in the week a year ago.

Calf slaughter of 138,000 head compared with 116,000 in the earlier week and 123,000 in the period last year. Output of inspected veal in the three weeks under comparison was 14,500,000, 11,600,000 and 13,300,000 lbs., respectively.

Hog slaughter was estimated at 874,

head compared with 173,000 head reported last week and 232,000 in the week last year. Production of inspected lamb and mutton in the three weeks under comparison amounted to 8,700,000, 7,600,000 and 9,800,000 lbs., respectively.

#### LIVESTOCK CAR LOADINGS

A total of 8,841 cars was loaded with livestock during the week ended May 21, 1949, according to the Association of American Railroads. This was a decrease of 3,702 cars from the same week a year earlier.

#### Packers' Livestock Costs During April, Except for Sheep, Under a Year Ago

The average live weights of the 996,000 cattle, 562,000 calves, 3,894,000 hogs and 676,000 sheep and lambs slaughtered under federal inspection during the month of April 1949 were reported by the U. S. Department of Agriculture, with comparable figures for April 1948, as follows:

	Apr. 1949	Apr. 1948
Cattle	995.7	971.5
Steers*	1000.3	974.9
Calves	169.8	167.8
Hogs	241.5	244.6
Sheep and lambs	97.0	99.6

\*Steers also included with cattle.

Packers operating under federal inspection paid a total of \$431,858,000 for all livestock during April 1949, while \$424,604,000 was paid in the same month of the previous year. The average cost per cwt. of livestock was:

	Apr. 1949	Apr. 1948
Cattle	\$21.87	\$24.34
Steers*	23.43	26.59
Calves	24.95	24.24
Hogs	18.47	20.43
Sheep and lambs	26.68	21.81

\*Steers also included with cattle.

The dressing yields of livestock slaughtered during April 1949 (per 100 lbs. liveweight), compared with the yields of April 1948, were:

	Apr. 1949	Apr. 1948
Cattle	56.0	54.7
Calves	56.5	57.0
Hogs*	76.8	76.2
Sheep and lambs	47.1	45.9
Lard per 100 lbs.	14.7	13.8
Lard per animal	35.4	32.4

\*Subtract 7.0 to obtain reported packer style average.

The average dressed weights of the different kinds of livestock slaughtered in the two months were:

	Apr. 1949	Apr. 1948
Cattle	557.6	531.4
Calves	95.9	95.6
Hogs	184.3	186.4
Sheep and lambs	45.7	45.7

CINCINNATI, OHIO  
DAYTON, OHIO  
DETROIT, MICH.  
ST. WAYNE, IND.  
INDIANAPOLIS, IND.  
JONESBORO, ARK.  
LAFAYETTE, IND.  
LOUISVILLE, KY.  
MONTGOMERY, ALA.  
NASHVILLE, TENN.  
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WILMINGTON, DELAWARE**

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, June 1, 1949, reported by the Production & Marketing Administration:

**HOGS:** (Quotations based on  
hard hogs) St. L. Natl. Yds. Chicago Kansas City Omaha St. Paul

### BARROWS AND GILTS:

Good and Choice:

120-140 lbs.	\$20.00-21.25	\$18.00-20.50	\$.....	\$.....	\$.....
140-160 lbs.	21.00-22.00	20.00-22.00	19.25-20.25	20.00-21.00	21.50-21.65
160-180 lbs.	21.75-22.35	21.75-22.25	20.00-21.75	20.75-22.00	21.50-21.65
180-220 lbs.	22.25-22.50	22.00-22.50	21.50-22.00	21.75-22.25	21.50-21.65
220-240 lbs.	22.00-22.50	21.85-22.25	21.50-22.00	21.75-22.25	21.50-21.65
240-270 lbs.	21.50-22.25	21.50-22.15	20.75-21.75	21.00-22.00	20.50-21.50
270-300 lbs.	21.00-21.75	20.75-21.75	20.25-21.25	20.00-21.25	20.00-21.00
300-330 lbs.	20.25-21.25	20.25-21.00	20.00-20.50	18.50-20.25	19.25-20.25
330-360 lbs.	19.75-20.75	19.75-20.50	19.50-20.25	18.50-20.25	19.25-20.25

Medium:

160-220 lbs.	20.00-21.75	20.50-21.50	19.75-21.25	19.50-21.50	.....
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Sows:

Good and Choice:					
270-330 lbs.	19.25-19.50	18.75-19.50	18.00-18.50	18.00-19.50	18.25-18.50
330-390 lbs.	18.75-19.50	18.50-19.00	18.00-18.50	18.00-19.50	18.25-18.50
390-400 lbs.	17.75-19.00	17.75-18.50	17.75-18.25	18.00-19.50	18.25-18.50

Good:

400-450 lbs.	17.25-18.50	17.00-18.00	17.25-18.00	16.50-18.25	17.25-18.25
450-550 lbs.	16.50-18.00	15.75-17.00	16.75-17.50	16.50-18.25	17.25-18.25

Medium:

250-350 lbs.	16.00-18.75	15.00-18.00	16.25-17.75	16.00-18.50	.....
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PIGS (Slaughter):

Medium and Good:

90-120 lbs.	18.00-20.25	16.00-19.00	.....	.....	.....
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### SLAUGHTER CATTLE, VEALERS AND CALVES:

STEERS, Choice:

700-900 lbs.	27.50-28.50	27.50-29.25	27.75-29.25	27.50-28.75	26.75-27.75
900-1100 lbs.	27.50-28.50	27.75-29.50	27.75-29.25	27.50-28.75	26.75-28.50
1100-1300 lbs.	27.50-28.50	27.75-29.50	27.50-29.00	27.50-28.75	26.50-28.50
1300-1500 lbs.	27.00-28.25	27.50-29.50	27.00-28.50	27.00-28.50	26.25-28.25

STEERS, Good:

700-900 lbs.	26.00-27.50	26.25-27.75	26.25-27.75	26.00-27.25	25.25-26.75
900-1100 lbs.	26.00-27.50	26.25-27.75	26.00-27.25	26.00-27.25	25.25-26.75
1100-1300 lbs.	25.75-27.50	26.25-27.75	25.75-27.75	26.00-27.25	25.25-26.75
1300-1500 lbs.	25.50-27.00	26.00-27.75	25.75-27.25	25.75-27.25	25.00-26.50

STEERS, Medium:

700-1100 lbs.	24.00-26.00	24.50-26.50	23.50-26.25	24.25-25.75	23.00-25.25
1100-1300 lbs.	23.50-25.75	24.25-26.25	23.00-25.75	24.25-25.75	23.00-25.25

STEERS, Common:

700-1100 lbs.	22.00-24.00	22.50-24.50	20.50-23.50	21.00-24.00	21.00-23.00
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HEIFERS, Choice:

600-800 lbs.	27.50-28.50	27.25-28.25	27.50-28.75	27.00-28.00	26.25-27.25
800-1000 lbs.	27.50-28.50	27.25-28.25	27.50-28.75	27.00-28.00	26.25-27.25

HEIFERS, Good:

600-800 lbs.	26.00-27.50	26.25-27.25	26.25-27.75	26.00-27.00	24.75-26.25
800-1000 lbs.	25.50-27.50	26.00-27.25	25.50-27.75	25.75-27.00	24.75-26.25

HEIFERS, Medium:

500-800 lbs.	24.00-26.00	24.25-26.25	23.00-26.25	23.50-25.75	22.50-24.75
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HEIFERS, Common:

500-800 lbs.	21.00-24.00	22.00-24.25	20.00-23.00	21.00-23.50	20.50-22.50
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COWS (All Weights):

Good	19.50-21.00	21.50-23.00	19.25-21.50	20.50-22.00	20.50-22.00
Medium	18.50-19.50	20.00-21.50	18.50-19.25	19.00-20.50	19.00-20.50
Cut & com.	16.00-18.50	16.50-20.00	16.00-18.50	16.50-19.00	17.00-19.00
Canners	14.00-16.00	15.00-16.50	13.50-16.00	14.50-16.50	16.00-17.00

BULLS (Yrds. Excl.), All Weights:

Bull, good	21.00-22.00	22.00-23.00	22.00-22.50	20.50-22.00	22.00-23.00
Sausage, good	21.50-22.25	22.00-23.25	22.00-22.50	22.00-22.65	22.50-23.50
Sausage, medium	20.00-21.50	22.00-23.00	21.00-22.00	20.50-22.00	21.50-22.50
Sausage, cut & com.	18.00-20.00	18.50-22.00	18.00-21.00	17.50-20.50	20.00-21.50

VEALERS (All Weights):

Good & choice	27.00-32.00	27.50-29.00	26.00-29.00	26.00-30.00	25.00-29.00
Medium & med.	21.00-27.00	22.50-27.50	19.00-26.00	19.00-28.00	17.00-25.00
Cull, 75 lbs. up.	14.00-21.00	19.00-22.50	14.00-19.00	16.00-19.00	13.00-17.00

CALVES (500 lbs. down):

Good & choice	26.00-29.00	26.00-28.00	25.00-27.00	25.00-27.00	22.00-25.00
Com. & med.	21.00-26.00	20.00-26.00	18.00-25.00	19.00-25.00	19.00-22.00
Cull	15.00-21.00	17.00-20.00	13.00-18.00	16.00-19.00	15.00-19.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS (Spring):

Good & choice*	31.00-32.00	29.50-31.50	31.50-32.00	.....	.....
Med. & good*	26.50-30.50	25.50-29.00	26.00-31.25	.....	.....
Common	23.00-26.00	22.00-25.00	23.00-25.75	.....	.....

LAMBS (Shear):

Good & choice*	27.50-29.00	27.50-28.50	26.50-27.50	26.25-29.00	28.00-28.75
Med. & good*	24.00-27.00	22.50-27.50	23.50-26.25	23.00-28.00	24.50-27.50
Common	19.00-23.50	18.00-22.00	19.50-23.25	22.00-24.75	20.00-24.00

EWES (Shear):

Good & choice*	10.00-11.00	10.50-11.50	11.00-11.50	11.00-12.50	10.50-11.00
Com. & med.	8.00-10.00	8.00-10.50	9.50-10.75	8.00-10.75	8.50-10.25

\*Quotations on wool stock based on animals of current seasonal market weight and wool growth, those on shear stock on animals with No. 1 and 2 pelts.

\*Quotations on slaughter lambs and yearlings of good and choice grades and on ewes of good and choice grades as combined represent lots averaging within the top half of the good and the top half of the medium grades, respectively.



**H. L. SPARKS AND COMPANY**

If it's hogs you want we can furnish a single deck or a train load. We sell stock pigs.

PURCHASING AGENTS FOR ALL CLASSES OF LIVESTOCK

**NATIONAL STOCK YARDS, ILL. PHONE BRIDGE 6261**

**HILLBROOK 5486**

**L. D. S. 818**

## THE E. KAHN'S SONS CO.

CINCINNATI, OHIO

**"AMERICAN BEAUTY"**  
**HAMS AND BACON**

Straight and Mixed Cars of Beef, Veal, Lamb and Provisions

Offices

BOSTON 9—P. G. Gray Co., 148 State St.  
CLEVELAND—C. J. Osborne, 3919 Elmwood Road, Cleveland Heights  
DETROIT—J. H. Rice, 1786 Allard, Grosse Pointe Woods  
NEW YORK 14—Herbert Ohl, 441 W. 13th St.  
PHILADELPHIA 23—Earl McAdams, 781 Callowhill St.  
PITTSBURGH—R. H. Ross, Box 628, Imperial, Pa.  
WASHINGTON 4—Clayton P. Lee, 515 11th St., S.W.

**MEAT PACKING EQUIPMENT**

Tram Rail Systems Designed, Fabricated and Installed

**TRACKS — SCALES**  
**TROLLEYS — RACKS**

Complete Slaughtering, Packinghouse & Sausage Plant Machinery & Equipment

**MATERIAL HANDLING EQUIPMENT**

CRANES • HOISTS • MONORAIL

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**H. H. EDWARDS, INC.**

Engineers & Contractors

246 WEST 14th STREET • NEW YORK 11, N. Y.



**STEDMAN**  
2-STAGE  
**HAMMER MILLS**

Builders of Dependable Machinery Since 1834

Cut Grinding Costs—insure more uniform grinding—reduce power consumption and

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 18 centers for the week ended May 28, 1949.

CATTLE			
Week ended	Prev. week	Cor.	
May 28	1948		
Chicago	22,859	19,916	14,458
Kansas City	12,484	11,723	15,410
Omaha	17,808	12,184	
East St. Louis	6,316	5,775	
St. Paul	8,288	9,045	5,166
Sioux City	9,445	9,172	7,887
Wichita	3,902	2,574	3,856
New York			
Jersey City	8,655	7,008	6,504
Oklahoma City	5,771	2,352	5,485
Cincinnati	4,882	4,306	4,617
Denver	8,133	7,851	6,952
St. Paul	16,745	16,152	10,920
Milwaukee	3,265	4,192	2,766
Totals	107,705	114,754	95,975
HOGS			
Chicago	35,826	28,215	44,018
Kansas City	11,723	12,724	10,000
Omaha	22,718	31,637	
East St. Louis	32,498	18,062	21,147
St. Joseph	16,810	17,774	15,000
Sioux City	15,949	12,074	20,990
Wichita	4,807	5,774	3,936
New York			
Jersey City	41,900	37,151	35,835
Oklahoma City	12,576	11,061	15,096
Cincinnati	13,318	12,674	16,524
Denver	8,455	8,870	8,898
St. Paul	22,153	19,564	34,859
Milwaukee	3,584	6,427	5,629
Totals	214,997	218,601	251,347
SHEEP			
Chicago	2,850	3,955	2,826
Kansas City	10,024	9,000	14,000
Omaha	6,407	7,781	
East St. Louis	4,179	3,483	
St. Joseph	7,977	9,400	10,018
Sioux City	2,770	2,725	4,137
Wichita	3,094	1,947	3,866
New York			
Jersey City	33,226	27,840	31,010
Oklahoma City	5,958	4,771	10,707
Cincinnati	478	300	556
Denver	4,457	3,968	13,289
St. Paul	2,680	1,083	1,304
Milwaukee	297	180	116
Totals	77,966	76,552	100,633

\*Cattle and calves.

† Federally inspected slaughter, including directs.

‡ Stockyards sales for local slaughter.

§ Stockyards receipts for local slaughter, including directs.

## LIVESTOCK PRICES AT LOS ANGELES

Prices at Los Angeles, Calif., on Thursday, June 2:

### CATTLE:

Steers, med. to low gd.	\$26.50 @ 27.00
Heifers, med.	22.25
Cows, med. & gd.	18.00 @ 20.40
Cows, cut. & com.	15.25 @ 17.50
Cows, canner	13.75 @ 15.00
Bulls, com. to gd.	30.00 @ 23.50

### SHEEP:

Woolers, med. to ch.	\$25.00 @ 28.50
Calves, med. & gd.	23.50 @ 27.00

### HOGS:

Gd. & ch.	\$22.50 @ 23.00
Sows, gd. & ch.	15.00 @ 16.00

### SPRING LAMBS:

Med. & gd.	\$25.00 @ 26.50
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## BALTIMORE LIVESTOCK

Prices at Baltimore, Md., on Thursday, June 2:

### CATTLE:

Steers, med. & ch.	\$27.35 @ 27.75
Steers, med. & gd.	25.00 @ 27.00
Heifers, choice	27.00 only
Cows, gd.	19.50 @ 21.00
Cows, com. & med.	17.50 @ 18.00
Cows, can. & cut.	15.50 @ 17.00
Bulls, gd.	25.00 @ 22.50
Bulls, com. & med.	18.00 @ 20.50

### CALVES:

Good & choice	\$26.00 @ 30.00
Com. & med.	21.00 @ 26.00

### HOGS:

Gd. & ch.	\$22.50 @ 23.00
Sows, 450 down	17.00 @ 17.25

### SPRING LAMBS:

Gd. & ch.	\$33.00 only
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## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
May 26	4,506	701	9,587	788
May 27	1,525	424	7,032	2,059
May 28	346	158	1,982	269
May 29	Holiday.			
May 30	12,282	1,136	10,768	940
June 1	11,000	800	10,500	1,000
June 2	6,400	600	12,000	1,700
so far.	29,682	2,536	33,268	3,640
Wk. ago.	35,301	3,475	44,491	4,680
1948	29,038	3,501	61,362	5,806
1947	38,367	4,244	50,367	10,379

\*Including 663 cattle, 1,211 calves, 2,732 hogs and 1,063 sheep direct to packers.

### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
May 26	1,738	27	778	292
May 27	823	1	1,767	16
May 28	581	...	58	7
May 29	Holiday.			
May 30	3,011	30	1,680	...
June 1	3,272	29	1,757	495
June 2	2,600	25	1,000	200
Wk.				
so far.	5,283	84	4,437	665
Wk. ago.	11,922	97	8,882	322
1948	11,724	428	11,966	188
1947	10,847	465	8,583	2,019

### TOTAL MAY RECEIPTS

	Cattle	Calves	Hogs	Sheep
1949	160,912	122,890		
Calves	160,912	122,890		
Hogs	15,163	11,494		
Sheep	20,500	42,951		

### TOTAL MAY SHIPMENTS

	Cattle	Calves	Hogs	Sheep
1949	10,292	9,000	10,488	
Cattle	10,292	9,000	10,488	
Calves	10,292	9,000	10,488	
Hogs	10,292	9,000	10,488	

### CHICAGO HOG PURCHASES

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO HOG PURCHASES

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle	14,040	11,725	10,024	
Calves	14,040	11,725	10,024	
Hogs	14,040	11,725	10,024	

### CHICAGO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
1949	14,040	11,725	10,024	
Cattle</				

## MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U. S. D. A., Production & Marketing Administrations)

### WESTERN DRESSED MEATS

**STEER AND HEIFER:** Carcasses  
Week ending May 28, 1949. 11,478  
Week previous ..... 12,922  
Same week year ago ..... 8,216

**COW:**

Week ending May 28, 1949. 1,000  
Week previous ..... 1,790  
Same week year ago ..... 824

**BULL:**

Week ending May 28, 1949. 873  
Week previous ..... 1,024  
Same week year ago ..... 530

**VEAL:**

Week ending May 28, 1949. 9,596  
Week previous ..... 11,558  
Same week year ago ..... 14,750

**LAMB:**

Week ending May 28, 1949. 22,044  
Week previous ..... 17,787  
Same week year ago ..... 28,885

**MUTTON:**

Week ending May 28, 1949. 1,863  
Week previous ..... 1,502  
Same week year ago ..... 3,356

**HOG AND PIG:**

Week ending May 28, 1949. 12,000  
Week previous ..... 17,091  
Same week year ago ..... 4,835

**PORK CUTS:**

Week ending May 28, 1949. 1,490,041  
Week previous ..... 1,969,231  
Same week year ago ..... 1,285,202

**BEEF CUTS:**

Week ending May 28, 1949. 118,211  
Week previous ..... 85,583  
Same week year ago ..... 58,176

**VEAL AND CALF:**

Week ending May 28, 1949. 17,670  
Week previous ..... 10,536  
Same week year ago ..... 75

**LAMB AND MUTTON:**

Week ending May 28, 1949. 5,628  
Week previous ..... 6,221  
Same week year ago ..... 6,453

### BEEF CURED:

Week ending May 28, 1949. 64,700  
Week previous ..... 12,541  
Same week year ago ..... 16,275

### PORK CURED AND SMOKED:

Week ending May 28, 1949. 787,412  
Week previous ..... 1,072,750  
Same week year ago ..... 742,712

### LARD AND PORK FATE:

Week ending May 28, 1949. 258,386  
Week previous ..... 282,720  
Same week year ago ..... 69,682

### LOCAL SLAUGHTER

**STEERS:**  
Week ending May 28, 1949. 7,026  
Week previous ..... 6,590  
Same week year ago ..... 4,938

**COWS:**  
Week ending May 28, 1949. 1,068  
Week previous ..... 959  
Same week year ago ..... 668

**BULLS:**  
Week ending May 28, 1949. 561  
Week previous ..... 499  
Same week year ago ..... 561

**CALVES:**  
Week ending May 28, 1949. 18,791  
Week previous ..... 12,372  
Same week year ago ..... 10,390

**HOGS:**  
Week ending May 28, 1949. 41,900  
Week previous ..... 37,151  
Same week year ago ..... 34,977

**SHREWS:**  
Week ending May 28, 1949. 33,266  
Week previous ..... 27,840  
Same week year ago ..... 31,010

Country dressed product at New  
York totaled 6,754 head. 14 hogs and  
53 lambs in addition to that shown  
above. Previous week: 6,189 head, 11  
hogs and 38 lambs. Same week 1948:  
6,084 head, 17 hogs and 66 lambs.

†Incomplete.

## WEEKLY INSPECTED SLAUGHTER

The report of inspected slaughter of livestock at 32 centers  
for the week ended May 28, as given by the USDA:

**NORTH ATLANTIC** Cattle Calves Hogs Sheep  
New York, Newark, Jersey City ..... 8,655 12,791 41,900 33,226  
Baltimore, Philadelphia ..... 5,681 1,763 22,407 988

**NORTH CENTRAL** Cincinnati, Cleveland, Indianapolis ..... 11,000 4,708 62,643 5,206  
Chicago, Illinois ..... 24,965 10,496 62,724 5,496  
St. Paul-Wis. Group ..... 24,514 24,518 62,825 5,347  
St. Louis Area ..... 10,412 9,412 65,484 10,068  
Sioux City ..... 10,461 106 15,000 5,197  
Omaha ..... 19,011 545 27,191 5,840  
Kansas City ..... 9,489 3,520 26,019 11,769  
Iowa and So. Minn. ..... 15,349 7,793 145,686 17,986

**SOUTHEAST** ..... 8,723 1,723 12,080 ...  
**SOUTH CENTRAL WEST** ..... 17,790 4,417 48,223 40,064

**ROCKY MOUNTAIN** ..... 8,295 410 10,985 4,172

**PACIFIC** ..... 16,026 3,906 28,355 27,454

Grand total ..... 185,298 87,115 627,702 172,256

Total week ago ..... 172,756 74,654 602,820 146,319

Total same period 1948 ..... 169,821 89,128 605,683 222,506

†Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. \*Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. \*Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. \*Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. \*Includes So. St. Joseph, Mo., Wichita, Kansas, Oklahoma City, Okla., Ft. Worth, Texas. \*Includes Denver, Colo., Ogden and Salt Lake City, Utah. \*Includes Los Angeles, Vernon, San Francisco, San Jose, and Vallejo, Calif.

NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under Federal Meat Inspection during April 1949—cattle, 76.8; calves, 63.6; hogs, 72.3; sheep and lambs, 82.9.

## SOUTHEASTERN RECEIPTS

Receipts of livestock, as reported by the Production and Marketing Administration, at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama; Jacksonville and Tallahassee, Florida, with comparative figures for the previous week and the same week a year earlier, were as follows:

	Cattle	Calves	Hogs
Week ended May 27	1,668	294	4,145
Week previous	1,128	229	4,488
Cor. week last year	2,534	357	6,466

**VIBBERT and SONS**  
*Food Brokers*

U. S. Warehouse, Detroit 16, Michigan  
Grand Rapids 6, Mich. | Cincinnati 2, Ohio | Cleveland 15, Ohio  
1019 Pinecraft, S.E. | Miami Building | 1125 Schofield Bldg.

**THE FOWLER CASING CO. LTD.**  
For 30 Years the Largest Independent Distributors of  
**QUALITY AMERICAN HOG CASINGS**  
in Great Britain  
8 MIDDLE ST., WEST SMITHFIELD, LONDON E.C. 1, ENGLAND  
(Cables: Efence, London)

## LIVESTOCK PRICES AT TEN CANADIAN MARKETS

Average prices per cwt. paid for specified grades of steers, calves, hogs and lambs at ten leading markets in Canada during the week ended May 21 were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

GOOD STEERS	VEAL CALVES	HOGS*	LAMBS
STOCK YARDS Up to 1000 lb.	Good and Choice	Gr. B1 Dressed	Good Handyweights
Toronto ..... \$21.00	\$24.18	\$29.00	\$28.06
Montreal ..... 21.45	25.15	30.55	16.50†
Winnipeg ..... 21.00	24.00	29.72	23.00
Calgary ..... 20.74	23.07	29.05	22.65
Edmonton ..... 20.85	21.40	30.10	22.10
Pt. Albert ..... 20.50	21.00	29.25	... ...
Winnipeg Jaw ..... 20.50	21.00	29.35	...
Saskatoon ..... 20.50	26.00	29.35	...
Regina ..... 18.65	21.40	29.35	...
Vancouver .....		30.40	...

\*Dominion government premiums not included. †Per head.

## OLD PLANTATION SEASONINGS

For over A Quarter of a Century We Have Sold Blended  
Quality Sausage Seasonings Exclusively; Nothing Else.

Our Salesmen will call on request

**A. C. LEGG PACKING COMPANY, INC.**

BIRMINGHAM, ALABAMA

# CLASSIFIED ADVERTISING

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number

Undisplayed, set solid. Minimum 20 words \$4.00; additional words 20¢ each. "Position wanted," special rate: minimum 20 words \$1.00, additional words 15¢ each. Count address or box numbers as 8 words. Headlines 75¢ extra. Listing advertisements 75¢ per line. Displayed, \$8.25 per inch. Contract rates on request.

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PLEASE REMIT WITH ORDER.

## POSITION WANTED

**SAUSAGE MAKER**, 15 years' experience, desires position with medium or small plant. Can take complete charge of manufacturing, curing and smoking meats. Good worker. Age 34. Prefer southeastern location. W-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**RENDERING FOREMAN**: Edible and inedible departments, wet or dry, refinery, stock feeds, hides. W-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## HELP WANTED

### COMPTROLLER

Fully experienced in all phases of financial management, including cost preparation and analyses, accounting and auditing, budgetary control, corporate tax procedures, financing. Applicant should be approximately 40 years of age with mature judgment and sound financial experience, preferably in packing industry, for top position with progressive eastern independent packer.

W-111,

THE NATIONAL PROVISIONER  
11 East 44th St., New York 17, N. Y.

**GENERAL MANAGER**: Middle aged, complete charge of rendering business. Excellent opportunity. State experience, give references. W-117.

**SOLICITOR**: Assistant, to make contacts for fat rendering business. Good opportunity. W-105, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**SAUSAGE MAKER**: Must be capable of taking complete charge of all killing in federal inspected house. Must be thoroughly familiar with entire operation, including smoking and cooking. Give experience and references. Midwest territory experience preferred. W-114, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**SALES PROMOTION MANAGER** wanted. Experienced in sales of quality line of sausage, pork products, beef and veal, and capable of efficiently controlling and managing complete sales organization in medium sized plant. Furnish past experience and give reference. Box 680, Wheeling, W. Va.

**FOREMAN** wanted to take charge of meat boning department. Must possess intimate knowledge of sausage production and meat curing operations. W-115, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**SALES MANAGER** wanted by large west coast independent. Must have thorough knowledge of full line sales. State full particulars in application. W-107, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## PLANTS FOR SALE

**FOR SALE or LEASE**: Small packing plant and six room modern home, 8 acres land, barns and lots in heart of good livestock area in southeast Missouri. Killing capacity 180 hogs, 60 cattle weekly. 3000 sq. ft. of floor space. 800 sq. ft. cooler space. New automatic controlled smoke house. One third down, mortgage on balance. FS-100, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**FOR SALE**: Meat plant, building, equipment, refrigerated trucks. Business grosses \$125,000.00 per month. **MUST SELL**. Price \$210,000.00. Terms arranged. Broker, Detroit, Michigan. FS-116, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**FOR QUICK SALE or LONG LEASE**: Slaughtering plant, Union Stock Yards, Chicago, government inspection, killing capacity 4 to 500 thousand hogs, 75 to 80 thousand cattle annually. Ample refrigeration, switch track facilities. FS-118, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

**FOR SALE or RENT**: Utica, N. Y. 10,000 sq. ft. fully equipped for branch house and sausage factory. Modern building. See Irving Steinberg, 1 Ferris Ave., Utica, N. Y.

## PLANTS FOR SALE

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8538—WHEELER: Boss, 200#...	450.00
9464—TY LINKER: Automatic, recently overhauled	1575.00
9423—FLAK ICER: York, model DER 10, self-contained, record, by York, new parts	1200.00
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8025—HAM & BACON TRUCKS: (6) Simi-	50.00
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*Rendering and Lard*

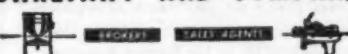
9458—EXPELLER: No. 1 Anderson, model 1978, complete	\$1000.00
9100—EXPELLER: Anderson, NEW, original crates, complete (less motor) automatic, 1000# cap., 10 HP motor, steel elevator, tempering box...	6100.00
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# THE NATIONAL PROVISIONER

Volume 120

JUNE 4, 1949

Number 23

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